

ABHISHEK CHOUDHARY

SALES

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Dynamic Sales Executive with 6 years of experience providing high level of customer service while increasing revenues. Successful at leveraging sales technologies, software and CRM data to identify, analyze and act upon leads, opportunities and sales funnels. Personable communicator focused on exceeding client expectations.

Education

2011 – 2014

High School Diploma

KV NO1 AFS JODHPUR – JODHPUR

- A Elected Captain of [Team] SCHOOL CRICKET TEAM 2 TIME UNDER 16 AND UNDER 19

2015 – 2018

B.M.S: BACHELOR OF MANAGEMENT STUDIES

MOHANLAL SUKHADIA UNIVERSITY UDAIPUR – ADVENT INSTITUTE OF MGT SCIENCE & TECHNOLOGY

Skills

Sales funnel development
Schedule Coordination
Product promotions
Public speaking

Interests

WATCHING CRICKET AND FOOTBALL MATCHES
TRACKING

Interests

HINDI , ENGLISH

Work History

2021-10 – CURRENT

Store Manager

IVENUS, SURAT, GUJRAT

- Handling sales as well as customer feedback and after sales services too.
- Stock management as well as follow the rules which has been created buy apple which has been maintain buy the store.
- Handling staff training and personality development and help them to achieve their sales target month on month basis.

2019-10 – 2021-08

Assistant Store Manager

TRESOR SYSTEM PRIVATE LIMITED , UDAIPUR, RAJSTHAN

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads through close.
- Remained current on industry trends to better understand customer needs, product effectiveness and sales tactics.
- Met with customers to discuss and ascertain needs, tailor solutions, and close deals.
- Presented products to clients using dynamic presentations and practical use-case scenarios.

2018-08 – 2019-10

Senior Sales Executive for APPLE

CHANNEL PLAY LIMITED IPRO, JODHPUR, RAJSTHAN

- Remained current on industry trends to better understand customer needs, product effectiveness and sales tactics.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

2016-08 – 2018-08

Sales Executive for APPLE

CHANNEL PLAY LIMITED IPRO, JODHPUR, RAJSTHAN

- Remained current on industry trends to better understand customer needs, product effectiveness and sales tactics.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

2015-12 – 2016-07

Sales Executive for SAMSUNG

ADECCO INDIA PVT LTD, JODHPUR, RAJSTHAN

- Worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.
- Received and processed stock into inventory management system.
- ALWAYS ACHIEVE MY TRAGETS WITH 100% AND HIGEST SEALER OF S7 EAGE MODEL ON THAT TIME IN MY RAJSTHAN REGION

2015-01 – 2015-10

Sales Executive

DENAVE, JODHPUR , RAJSTHAN

- Negotiated between buyers and sellers of properties with efficiency and transparency to maximize profits and maintain satisfaction of clients.
- Generated leads for sales and rental properties through cold calls and referrals.
- Worked closely with clients to facilitate appropriate loans, inspections and credit reports.