



Versatile & extroverted Senior Sales Professional with over 8 years of consultative sales experience in consistently exceeding targets while promoting world leading brands and representing company values in all business interactions in the Gulf region. Recognized for tactfully closing difficult customer deals and developing strong business relationship with decision makers using extensive knowledge of products and being change responsive. Experienced and relied upon by Top Management (UK HQ) to accomplish regional sales goals and contribute to team success by offering superior quality customer service coupled with conflict resolution skills to drive loyalty, retention and revenue.

Reliable & friendly sales and marketing specialist always up for a challenge and pursuing an opportunity to grow with a well-established organization in the United Arab Emirates.

Ashish Chate

Sales & Marketing

Contact

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Personality Traits

Positive & Upbeat

Proactive & Knowledge Driven

Change Responsive

Creative & Innovative

Influential & Empathic

Team Player & Leader

Skills & Key Competencies

New Business Development
Planning

Product Sales & Marketing

Regional Account Management

Sales Processes & Reporting

Work History

2017-04- Sales & Marketing Support Executive

2022-01 Elcometer UAE (EL Inspection & Blasting Equipment LLC), Dubai, UAE

Reporting to – General Manager

- Work within the Internal Sales Department being responsible for developing/managing outbound email shots and telemarketing campaigns supporting both internal and external sales teams. Support external Field Sales (FS) team to attain significant incremental sales growth.
- Provide day-to-day support to sales department with regards to quotation preparation & proactively chase quotes for conversion
- Daily Sales order processing and report generation.
- Month wise sell out/invoice processing of customer's account.
- To support FS team, managing customer demands
- To generate FS visits to demonstrate products and win new/incremental business
- To develop, prepare and manage outbound email shot and telemarketing campaigns to generate sales leads through research and the use of relevant data/images
- Analysis of marketing campaign results Identify improvements for the future campaigns
- Maintain/update the existing sales database and understand product/industry market sectors, lapsed and prospect customers
- Conduct market evaluations and prospecting for new business opportunities
- Use the mailshot/email campaigns and other marketing activities to generate sales visits for the Field Sales Team related to their specific territory
- Producing/reporting on marketing statistics
- Working as part of internal sales team to support day to day activities.

Consultative Solution Selling
Advanced CRM User
Sales Presentations
Compelling Sales Proposals
Email Marketing Initiatives
Tactical Planning
Sales Funnel Development
Forecasting Skills
Managing Quotes & Orders
Product Expertise
Service Knowledge
Pricing Strategy
Negotiations
ATL & BTL Campaigns
Recruiting & Hiring Sales Team

Software

Vecta - Sales Analytics & CRM
Email Marketing Tools - Mailchimp
Microsoft Office Suite
PowerPoint Presentation

Trainings

Applied Marketing (Launch a New Product) - AIMS Institute of Management, Pune
Life of Bill Gates motivational training by Shiv Khera

Hobbies and interests

Gardening
Cooking
Drama

2015-02 - Sales Coordinator

2017-03 Gulf Extrusion Company, Dubai, UAE

Reporting to – Sales Director

- Accomplished sales goals and boosted revenue by 40% by developing extensive product knowledge and customer relationship management.
- Prepared benefit-oriented, polished presentations with practical use-case scenarios to drive dramatic revenue growth across multiple sales channels.
- Performed data entry for sales figures, metrics and other customer data, maintaining information in organized and accessible manner.
- Created and processed orders in timely manner and reviewed pending orders to verify adherence to fulfilment schedule.
- Managed Customer Material Department for Surface Treatment
- Managed Sales operation coordination for entire Europe Region
- Participated in conferences, group meetings, trade shows and exhibitions to understand the new development in steel industries.
- Monitored competitor activities in Steel industry to identify business opportunities and threats.

2013-08 - Sales Coordinator

2015-01 Jashanmal National Company LLC, Dubai, UAE

Growth Path: Aug'13-Mar'14: Merchandiser

- Met and exceeded upsell targets for Kenwood/Hoover brands by answering questions and highlighting features with creative promotional approaches.
- Provided accurate information about promotions, customer programs and products, helping drive high customer retention.
- Approached each problem on Sales Floor with fresh mind and analytical strategies to quickly resolve concerns.
- Studied retail market in Carrefour for launch of company products.

Education

2011-07 - Post Graduate Marketing

2013-06 AIMS Institute of Management Studies - Pune, India

2008-06 - Bachelor of Science: Chemistry, Botany & Zoology

2011-03 Dr. B A M University – Aurangabad

Personal Details

Date of Birth: 2nd June 1987
Marital Status: Married with 1 child
Visa Status: Employment Visa
Driving License: UAE

Nationality: Indian
Passport No.: K8918915
Notice Period: 30 days (Negotiable)