

RESUME

Avinash S. Kulkarni

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Sales professional with more than Seven years of combined experience in sales and marketing roles for the corporate industry. Skilled in leading sales teams to penetrate new markets with latest Technology products to achieve sales.

OBJECTIVE:-

- Obtain an executive sales/marketing management position in a growth-oriented company.
- Utilize business development/sales skills at a progressive organization where these skills can make a significant impact on the bottom line.
- Obtain a position that will enable use of strong sales skills, marketing background and abilities to work well with co-workers and clients.
- Use sales and marketing-oriented skills in the best possible way to achieve the company's sales goals.

WORK EXPERIENCE: -

- 1) Key Account Manager at Eureka Forbes Ltd, since Dec 2017- Till now.

JOB RESPONSIBILITIES:-

- Pivotal role in building strong relationships with the existing customers and new customers in an assigned territory thereby ensuring the sales growth.
- Analyze sales pipelines and trends with senior management in order to forecast quarterly sales goals and quotas with 95% accuracy
- Participating in Govt and Private Tenders/ e-Auctions
- Team player with high level of customer orientation, professional working style with self-confident manners and pro-active behavior
- Close cooperation and coordination with interdisciplinary departments such as sales, service and marketing.
- Create effective sales pipeline and strategies to achieve the sales budgets.
- Conduct business analysis in order to deploy customized solutions for targeted customers.
- Travel to client locations to participate in sales presentations and product demos.
- Identify sales best practices and implement process improvements to increase productivity and efficiency.

- 2) Sales Manager- Trainer at Transworld Technologies Ltd, since May 2015- Dec-2017

JOB RESPONSIBILITIES

- Manage efforts to grow new business, increase existing revenue and provide top level customer service to current accounts.
- Effective participation in Govt tenders.
- Strong customer relationship management.
- Facilitate hiring process and training of sales team
- Plan, prepare and carry out training programs and techniques to sales associates.
- Develop pitch scripts and provides tips on how to keep sales calls friendly and targeted.
- Provide one-on-one guidance regarding sales development strategies and protocols to newly hired sales team members
- Find out needs of training and facilitate training programs and workshops for the sales force.

3) Assistant Manager- Sales at Transworld Technologies Ltd, since July-2014 to April-2015

JOB RESPONSIBILITIES

- Assists in developing and implementing strategy to build and develop strong relations with existing and new customers to generate business
- Utilize resources to evaluate new potential clients through phone and email.
- Create periodical sales, revenue and financial reports and supporting documentation.
- Preparation of business proposals and product presentations.
- Assists in producing, implementing and monitoring action plans to ensure sales targets and revenue objective are achieved
- Effectively manage team of interns by establishing weekly 1:1 feedback, and team meetings

4) Executive- Sales at Transworld technologies Ltd, since January-2013 to July-2014.

JOB RESPONSIBILITIES

- Monitored and identified prospective customers through cold calling, phone calls and emails.
- Maintained effective relationships with existing customers and increased revenue.
- Analyzed market trends and designed action plans.
- Daily task entries in company ERP/ CRM system.

5) Sales Engineer for Electronics Agencies (authorized distributor of MOTWANE Mfg Company, Nashik) from August 2012 to January 2013

JOB RESPONSIBILITIES

- Generating sales inquiries through cold calling, phone calls and emails.
- Sending quotations
- Preparing presentations and drafting marketing emails
- Meeting clients for the demo and negotiations.

KEY ACHIEVEMENTS:

- Successfully generated a business of Rs 25Lacs within a quarter through new leads.
- Retained the company's top 5 customers in the wake of strict competition, by strong customer relation and presenting them understand the company's USP thereby generating the repeat business.
- Started business in untapped territories from Pune's peripheral areas.
- Successfully met self and company sales targets.
- Identified 3 emerging markets as potential for growth, resulting in the company's expansion in the industry
- Trained a total of 5 sales officers and 8 sales interns in the span of 1 year(2016-2017)
- Awarded for maintaining strong customer relations.

EDUCATIONAL PROFILE: -

B.E Electronics from MIT PUNE (First class with distinction)

STRENGTHS: -

- Strong Verbal & Written Communication Skills
- Good Interpersonal Skills & “Never Say Quit” Attitude Team player
- Flexible in work timing, approach and behavior Smart Worker & Quick Learner.
- Good Analytical & Problem Solving skills
- “Never say die” attitude
- Comfortable in working at any situations. Ability to Multitask.

EXTRA CURRICULAR:-

- Elected as vice president of EESA (Electronic engineering students associations)
- Elected as president of EESA (Electronic engineering students associations)
- Won 3rd prize in paper presentation in Diploma.
- Awarded for scoring maximum marks in Mathematics in Diploma.

ACADEMIC PROFILE:-

Board/University	: PUNE	Year of Passing
B.E. (Electronics)	: 66.40%	2012
Diploma(Electronics and Telecommunication)	: 79%	2009
Matriculation Board Xth Standard	: 84.50%	2006

PERSONAL DETAILS:-

Name	: Avinash Shrikrishna Kulkarni
Date of Birth	: 15th Sep 1990
Sex	: Male
Nationality	: Indian
Languages Known	: English Marathi and Hindi.
Permanent Address	: A2/304 , Ganga Hamlet Soc. , Viman Nagar , Pune-14

DECLARATION: -

I hereby declare that the details furnished above are true to the best of my knowledge and belief.

Date: 17 May 2020

Place: Pune

Avinash Kulkarni

