

MANISH SAXENA

H.No-1140, Basant Vihar,

KOTA (RAJ.)- 324009

: 09610495111

Email- manish.saxena90@yahoo.com

Objective:

To acquire proficiency in the field of Sales & Marketing with focus and emphasis in the emerging trends, technology and channeling of efforts in customizing products and services.

Professional Summary:

Driven Area Sales Manager with 9+ years of experience in management capacity and strong competitive sales drive, adaptability and perseverance. Well-honed listening skills and problem-solving attitude to uncover needs and overcome objections to close sales and achieve goals within multiple assigned territories. Successfully motivates and develops sales teams in results-driven and customer-focused environments with positive attitude towards achievement.

Organizational Experience:

- Working with **Benco Mobile as a Area Sales Manager** from **April'2023**.

Product as- (Smart Phone/Feature Phone/Accessories)

Major Responsibilities:

- Managed over 15 Retailer visit per day.
- Exceeded targets by building, directing, and motivating high-performing sales team.
- Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.
- Reported sales activity, generated sales quotations and proposals and maintained customer contact database to achieve sales objectives and quota.
- Sales/Business Development.
- Market Research, Development of innovations.

Job Location: (Udaipur Zone)

- Worked With **Karbons Mobile** as an **Sales Manager** from **Aug-2021 to Aug'2022.**

Product as- (Smart phone / features phone/Mobile Accessories)

Major Responsibilities:

- Attended industry shows, conventions, and other meetings with primary mission of expanding market opportunities.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- Handled customer relations issues, enabling quick resolution, and client satisfaction.
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures, and sales strategies.
- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.
- Increased sales volume and expanded product line to new retailers, warehouse clubs and natural food chains.

Job Location: (Udaipur/Kota Zone)

- Worked with **Reliance Jio Infocomm Ltd.** as a **JC Mobility Sales Lead** from **Sep'2019 to Aug'2021.**

Product as- (Jio-Phone/Postpaid/Prepaid/Recharge/Jio-fi)

Major Responsibilities:

- Managing daily operations ,more over while my on-the-job experience has afforded me a well –rounded skill set in experience of sales , customer service , people management , store operations.
- Provided professional services and support in a dynamic work environment.
- Proved successful working within tight deadlines and a fast-paced environment.
- Resolved problems, improved operations and provided exceptional service.
- Used critical thinking to break down problems, evaluate solutions and make decisions.
- Demonstrated a high level of initiative and creativity while tackling difficult tasks.
- Conducts events and other activities to promotes business revenue.
- In hand experience with clients new product launch.
- Paid attention to detail while completing assignments.

Job Location: (Chittaurgarh)

- Worked With **Karbons Mobile** as an **Assistant Manager** from **June-2014 to Sep'2019.**

Product as- (Smart phone / features phone)

Major Responsibilities:

- Directed sales support staff in administrative tasks to help sales reps close deals.
- Helped team stay productive and focused on higher-value tasks to improve sales efficiency.

- Developed sales strategy based on research of consumer buying trends and market conditions.
- Led sales region to increase sales and boost team morale.
- Forecasted sales and established processes to achieve sales objectives and related metrics.
- Introduced new products to meet customer demand and increase profits.

Job Location: (Kota)

SKILLS

- Direct sales.
- Analytical problem solver
- Database Management.
- Multitasking.
- Comfortable with travelling.

EDUCATION

MBA: Sales And Distribution *Sikkim Manipal University –Sep-2015*

PERSONAL DETAILS

PERSONAL DETAILS

Date of Birth: 25th May, 1988
Nationality: Indian
Marital Status: Married
Hobbies: Travelling, Meet with all kinds of persons, swimming, Chess, cricket.
Current Location: Udaipur (Rajasthan)

[MANISH SAXENA]