

Kaushlesh Pandey

Sales Team Lead

4+ Yrs Exp.

kaushlesh07@gmail.com

+91 9755522574, Indore, IN

Hard-working, dedicated, and experienced salesperson with a positive outlook, friendly personality. Strong leadership skills and commitment to improving team quotas and building meaningful goals. Ability to work well under pressure.

Key Skills

Communication Skills

Negotiation

Team work

Analytics

Professional Experience

Aug 2022
May 2023

Territory Sales Manager

IDFC Bank, Pune, IN

One of India's Leading smart bank.

- Maintain the productivity of the sales officers.
- Meeting the business targets.
- Identify sales opportunities.
- Provide training to the sales officers.
- Product and process knowledge.

Oct 2021
Jul 2022

Sales Team Lead

Paytm, Indore, IN

One of the leading Fintech company in India

1. Responsible for the overall communication to the team.
2. Team building and recruitment.
3. Target allocation.
4. To resolve the query and issues of the merchants.

Jun 2020
Aug 2021

City Head

Shri Anant Organics, Katni, IN

Company deals into organic food and vegetables.

1. Market segmentation.
2. Innovative ideas to increase the reach and sales.
3. Decision maker.
4. Responsible for the sales and operations of the centre.
5. Marketing and advertising the product.

Jun 2018
Sep 2019

Assistant Sales Manager

OYO Rooms, Chandigarh, IN

1. Analytics to get new corporates onboard.

2. Hunting corporates.
3. Extracting business from the corporates.
4. Leading team and teaching them.
5. CRM.
6. Reports and data driven sales.
7. Market research.

Mar 2017
Nov 2017

Territory Sales Officer

Berger Paints India, Katni, IN

1. Dealers network.
2. Channel sales.
3. Leadership skill.
4. Acquiring new dealers.
5. Extracting business from the dealers.
6. Market knowledge.
7. Product knowledge.
8. Reports and data.

Education

May 2015
Mar 2017

PGDM

Jaipuria Institute of Management, Indore, IN
Jaipuria Institute of Management

Jun 2010
Apr 2013

B.sc

Punjab Technical University, Katni, IN
Syna International

Achievements

Sep 2015

Gold medal carrom

Won gold medal.in the annual college sports fest.

Certifications

Apr 2012

Front office management

American hospitality and lodging

Hobbies & Interests



Cricket



Volleyball



Dance

Career Aspiration

I'd like to be seen as someone with deep expertise in the sales. I'm also really excited to take on more managerial responsibilities in the next few years. I've been lucky to work with some amazing managers, and so developing into a great manager myself is something I'm really excited about.

Favorite Quote

"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time."

- Thomas Edison

Languages

Hindi (Native)

English (Fluent)

Social Media



LinkedIn

[in/kaushlesh-pandey](https://www.linkedin.com/in/kaushlesh-pandey)