



SACHIN KUMAR

Sales Manager

My Contact

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📍 Working - Chandigarh

📍 Home - Ghaziabad

Hard Skill

- Customer Relationship Management
- Sales Team Management
- Sales Forecasting
- Sales Training
- Market Research
- Problem-Solving

Soft Skill

- Observation
- Decision making
- Communication
- Multi-tasking

Education Background

- Silver Bells Institute of Higher Education
Bachelor in Computer (BCA)
Completed in 2013
- Institute for Telecommunication Sciences
Master in Sales (PGDM)
Completed in 2015

About Me

8+ years of experience as an Sales Manager. Seeking to obtain a position in a challenging retail and institutional environment that will allow me to utilize my skills obtained while working as an Sales Manager. Hold the distinction of receiving various awards and certificates within a span of 8 years. Excellent communication, analytical, problem solving, leadership and presentation skills.

Professional Experience

Hippo Stores Technology Pvt. Ltd. (Dalmia Group)
Sales & Marketing Manager
2023 – Present

Key responsibilities:

- Monitored market trends to ensure dynamic and Consistent Product flow and increase profitability.
- Establish New Store and New Dealers in Market.
- To resolve the sales queries on a daily basis and take steps to close the relevant issues so that it will not hamper their daily work.
- Implementing the company's sales policies at the field level and enforcing disciplinary actions tracking and managing on-field sales teams to ensure that they perform their daily tasks to prescribed standards and on time.
- Responsible for achieve Sale target of all Division and distribution Month wise target to all Division.
- To resolve the sales queries on a daily basis and take steps to close the relevant issues so that it will not hamper their daily work.
- Build understanding of the business needs within the local business groups.
- To plan sales strategies, to communicate it to the sales force, and design ways to implement it effectively.
- To lead and supervise the sales personnel and persuade them to achieve the desired sales objectives

Harrison Locks (R.P. Locks Company)
Sales Manager | Punjab, Chandigarh (2019 - 2023)
U.P. (West) (2015 - 2019)
2015- 2023

Key responsibilities:

- Manage and coordinate all marketing, advertising and promotional staff and activities.
- Inspired team performance daily using proven behavioral-based coaching, motivation, and management methodologies.
- Conduct market research to determine market requirements for existing and future products.
- Leads new business meetings and closes sales to institutional investors and consultants.
- Develops and maintains relationships with sub-advisors, consultants and dealer.
- Analysis of customer research, current market conditions and competitor information.
- Develop and implement marketing plans and projects for new and existing products.
- Monitor, review and report on all marketing activity and results.
- An effective communicator with Team leadership skills, Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.
- To present sales reports to the management, provide them with immediate sales forecasts to plan future action plans, and to recommend ways to improve the sales by designing the new sales policies.
- To assess and determine the training sales needs, to be involved in interviewing and recruiting procedures so that quality staff members are hired.
- Resolves problems, determines channel sales system improvement and implements change when necessary.
- Evaluating performance & monitoring distributor sales and marketing activities.

Achievements

- 14 Times Won Employee of the Month award at Harrison Locks.
- Won Employee of the year Award at Harrison Locks.
- Won 1st Prize in Kitchen launch meeting for Best Report Submission.
- Trained total of 70+ sales officers with a short time span of 6 years
- Won Zordar Sales Award at Harrison Lock.
- Led sales team to exceed sales targets by 15 % each years.

Areas Of Expertise

- Revenue growth
- Search new clients
- Negotiating deals
- Market Analysis
- Performance monitoring