# Resume



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### **Professional Summary**

Result-driven and dedicated Sales Manager with over 5 years of experience in business development, team leadership, and client relationship management. Proven ability to exceed sales targets and grow revenue in competitive markets.

### **Work Experience**

- Sales Manager ABC Pvt. Ltd., Delhi (2020–Present)
- Increased regional sales by 35% in one year
- Trained and managed a team of 12 sales executives
- Developed key accounts and implemented retention strategies
- Sales Executive XYZ Enterprises, Delhi (2017–2020)
- Consistently achieved monthly targets
- Managed CRM and handled client follow-ups

#### **Education**

Degree	Institution	Year
MBA in Marketing	Delhi University	2017
B.Com	Delhi College of Arts &	2015
	Commerce	

## **Key Skills**

- Client Relationship Management
- Team Leadership
- CRM Tools (Zoho, Salesforce)
- Sales Forecasting
- Negotiation & Communication

### Certifications

- Certified Sales Expert HubSpot Academy
- Advanced Excel & CRM Analytics Coursera

## **Languages Known**

- English (Fluent)
- Hindi (Fluent)

### References

Available upon request