

## **RAMESH SINGH RAJPUROHIT**

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### **OBJECTIVE**

Dedicated and results-oriented professional with 2 years of experience in home appliance at Amin Manufacturing Company Ltd, Ghana, West Africa. Seeking a challenging role that leverages my expertise in warehousing and sales contribute to the success of a dynamic organization.

### **WORK EXPERIENCE**

#### **AMIN MANUFACTURING COMPANY LTD (GHANA, WEST AFRICA)**

- **SALES EXECUTIVE (JANUARY-2023 -PRESENT)**

- Experienced sales professional with 1 year and 6 months of success in Ghana's home appliance competitive market.
- Built and nurtured strong client relationships, resulting in a loyal customer base. Conducted thorough market research to identify growth opportunities and developed effective sales strategies.
- Possesses in-depth product knowledge and a proven track record of providing tailored solutions to meet customer needs. Collaborated with cross-functional teams to execute successful marketing campaigns.
- Exceptional communication, negotiation, and closing skills. Results-driven, goal-oriented, and adaptable in fast-paced environments.
- Seeking a challenging sales role to leverage expertise in driving revenue growth and customer satisfaction.

- **WAREHOUSE MANAGER (JULY-2022-DECEMBER-2022)**

- Managed day-to-day operations of the company's warehouse, ensuring efficient storage, inventory control, and timely order fulfillment. Oversaw a team of 30 warehouse staff, providing training and supervision to optimize productivity.
- Collaborated with procurement and sales teams to forecast demand and maintain optimal stock levels.
- Managed gas stove factory operations, overseeing production, quality control, and staff management.

### **EDUCATION**

- Bachelor Of Science from Maharshi Dayanand University Ajmer, Rajasthan

### **STRENGTHS**

- Strong Team Player
- Creative Problem Solver
- Determined and Goal-Oriented

### **SKILLS**

- Warehouse Management & Inventory Control
- Sales Strategy Development
- Customer Relationship Management
- Market Research & Analysis
- Team Leadership & Supervision
- Effective Communication & Negotiation
- Upselling
- Cross Selling