

CONTACT

 Jajpur , India , 755007

 +91 8018605671

 sachinsahoojpt123@g
mail.com

SKILLS

- Service promotions
- Territory management
- Sales and market development

CUSTOM SECTION

PGDCA, IBM SPSS,
Ms-Office, Marketing
Research, Human Resources

INTERNSHIP

Digital marketing at Urban
Micro Business Centre
(U.M.B.C), Pokhariput
Bhubaneswar

WEBSITES, PORTFOLIOS AND PROFILES

[https://www.linkedin.com
/in/sachin-kumar-sahoo-
62087223a](https://www.linkedin.com/in/sachin-kumar-sahoo-62087223a)

HOBBIES AND INTERESTS

- Reading Newspaper
- Playing Cricket & Kabaddi
- Listening to Music
- Internet Browsing
- Traveling

PROJECTS

Project on Cafe Coffee Day:
Prepared a brief report on
the market research of this
very company on individual
basis. Project on Fabrication
Unit: Collected sales &
revenue data from this unit

Sachin Sahoo

Seasoned sales professional successful at developing leads.
Excellent networking, revenue generation and account management
skills. Persuasive communicator with goal-oriented mindset.

EXPERIENCE

Sales Executive

Pollutech Engeneering, Volvo CE India pvt.Ltd - Bhubaneswar ,
India

- 02/2023 - I currently work here
- Customised service offerings to accommodate consumer needs.
 - Showcased product features and benefits to drive sales.
 - Managed customer relationships through consultative sales techniques to attain individual sales goals.
 - Closed large sales to exceed quota and align with company targets.
 - Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.
 - Contacted current and potential clients to promote, upsell and cross-sell products and services.
 - Utilised financial statistical data to evaluate sales information.
 - Planned and coordinated product sales to exceed revenue projections and growth targets.
 - Utilised CRM systems to track interactions with clients, manage sales pipeline, and optimise sales processes.
 - Coordinated with internal teams, including product development and customer service, to meet client needs effectively.
 - Monitored competitor activity and market trends to inform strategic planning and maintain competitive edge.
 - Collaborated with marketing team to develop promotional materials and campaigns that align with sales objectives.

Digital marketing

Urban Micro Business Centre (U.M.B.C) - Bhubaneswar

EDUCATION

01/2023

MBA

Centurion University of Technology and Management,
Bhubaneswar

- Board: Centurion University of Technology and Management,
Bhubaneswar

- GPA: 7.48 CGPA

01/2021

B.com

Chitalo Mahavidyalaya

- Board: Utkal University
- GPA: 6.0 CGPA

01/2018

+2 Commerce

to identify the costing through analyzing the cost sheets. Project on Marketing Mix of Dabur Marketing Research on online M.B.A. course CUTM. Job Analysis of Wood Engineering lab at CUTM.

Narasingh Choudhury Junior College

- Board: CHSE
- GPA: 36%

01/2016

10th

Govt. Project UG High School

- Board: HSCE
- GPA: 61.5%