

Gaurav Bhardwaj

Sales Executive

With over 1 year of dedicated experience in the realm of sales and marketing at vehicle care. My career is highlighted by consistently achieving sales targets and contributing to significant market share expansion, Eager to contribute to achieving company goals and embracing the mission of making a positive impact through effective sales strategies.

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WORK EXPERIENCE

Sales Executive Vehicle Care

10/2023 - Present

Gurugram

Achievements/Tasks

- Connecting with customer outbound and inbound calls and meeting with customers for product discussion and queries.
- Increased the customer satisfaction rate within 3 months of employment at Vehicle Care.
- Implemented a CRM system that improved lead tracking and sales forecasting accuracy by 35%, enabling more strategic decision-making.
- Established rapport with sales prospects, built positive long-term relationships, and provided customers information on potential benefits of plans and policies.
- Be responsible for identifying information sources, gathering, and interpreting data, and presenting your findings to case team members.
- Reached out to 15+ customer leads daily via cold calling and sold 10 products every week.

Sales Intern Vehicle Care

07/2023 - 09/2023

Gurugram

Achievements/Tasks

- Engaged in sales meetings and training sessions to gain insights into effective sales techniques and industry best practices.
- Upgraded and redesigned the daily sales report of the department.
- Provide clients with powerful facts and analyses that outline solutions and drive change .

EDUCATION

Master Of Business Administration Maharishi dayanand University

08/2022 - Present

Rohtak

Courses

- Marketing
- Human Resource

Bachelor Of Business Administration Baba mastnath University

08/2019 - 07/2022

Rohtak

Courses

- Administration and Management

SKILLS

Business Management

Active listening

Consulting

Customer Relationship

Negotiation

Leadership

Analytical Skill

Power BI

Excel

Power Point

PERSONAL PROJECTS

Total Energies (10/2023 - Present)

- Managed outer cities and generated over \$3M in annual sales.
- Performed cost-benefit analysis and managed databases of 100+ existing customers under the guidance of the Sales Manager.
- Fostered enduring relationships with potential clients, presenting detailed benefits of the product achieved a 25% rise in customer satisfaction, and contributed to a 10% revenue increase within six months.

Data Analytics (03/2024 - Present)

- Created visualizations to track key performance indicators (KPIs) such as total sales, sales growth, profit margins, and sales targets.
- Created interactive dashboards with slicers and filters, allowing users to drill down into specific data points and customize their views.
- Visualized sales performance by region and product, using geographic maps and product category analysis.

ACHIEVEMENTS

Sales key contributor

Received the 'Sales Key Contributor' award out of 25 members based on performance review and customer feedback.

Growth Booster

Increase the company's revenue by working with my team under my manager guidance.

Pre-Placement offer

Awarded by a Pre-Placement offer at Vehicle Care to join as a sales executive.

Certificate of appreciation

Received a certificate of appreciation in exchange for hard work and performance review.

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency