



# AJAY

Senior Sales Executive

## CONTACT

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BIDLHAN17@GMAIL.COM

India, PATIALA, GOPAL COLONY

## EDUCATION

2011 - 2012

**10th**

PUNJAB SCHOOL EDUCATION BOARD,  
India, PATIALA

2013 - 2014

**12th**

PUNJAB SCHOOL EDUCATION BOARD,  
India, PATIALA

**Bachelor of Arts (BA)**

PURSUING GRADUATION FROM PSOU.,  
India, PATIALA

## HOBBIES

- Dancing
- Photography
- Traveling

## PROFESSIONAL SUMMARY

I am a Senior Sales Executive with over 7 years of experience in driving sales teams towards success. I have a proven track record of achieving quarterly and annual targets, leading successful sales campaigns, and building strong relationships with customers. My biggest achievement is leading a team that achieved a 30% increase in customer satisfaction. My best qualities are my excellent communication skills, strong determination to reach goals, and ability to think outside the box. I'm also highly organized and resourceful, which helps me stay on top of competitors' activities and market trends.

## EXPERIENCE

**Sales Executive** 2017 - 2019

**SAMSUNG MOBILE INDIA, India, PATIALA**

Sales Executive at SAMSUNG MOBILE INDIA, India (2017 - 2019): Gained experience in developing and executing sales strategies, maintaining relationships with key customers and executing promotional campaigns for Samsung Mobile brand. Utilised customer service skills to ensure customer loyalty and satisfaction. Assisted in the overall development of company sales goals. Responsibilities included:

- Developing & executing sales strategies
- Maintaining customer relationships
- Executing promotional campaigns
- Increasing customer loyalty & satisfaction
- Setting & achieving sales goals

**Senior Sales Executive** 2019 - 2021

**DAIKIN AIR CONDITIONING, India, PATIALA**

Senior Sales Executive at DAIKIN AIR CONDITIONING, India (2019 - 2021): Worked as a Senior Sales Executive at the leading world no.1 air conditioning company where my responsibilities included developing, managing and driving sales strategy for the company. Achieved monthly sales target and consistently exceeded customer expectations.

Responsibilities:

- Developed and implemented sales strategies
- Managed key accounts
- Grew customer base
- Exceeded customer expectations
- Increased market share
- Analyzed competitor data
- Developed promotional campaigns

## LANGUAGES

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- HINDI
- PUNJABI
- ENGLISH

## PERSONAL INFO

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- Date of birth: 6 August 1995
- Place of birth: PATIALA
- Nationality: INDIAN

### Senior Sales Executive

2021 - 2023

#### SAMSUNG ELECTRONICS INDIA, India, PATIALA

Senior Sales Executive at SAMSUNG ELECTRONICS INDIA, India (2021 - 2023): Demonstrated exemplary leadership in driving sales and marketing activities for the region, working alongside the business development team to create new revenue streams. Developed and implemented successful strategies to increase sales performance and exceed targets in a competitive market. Responsibilities included:

- Maintaining key customer relationships
- Analyzing data to make informed decisions
- Generating and optimizing business opportunities
- Providing training for teams on products and services
- Developing strategies to expand customer base
- Creating efficient processes for customer service

### Sales Executive

2023 - Now

#### UNICORN INFOSOLUTIONS PRIVATE LIMITED, India, PATIALA

Sales Executive at UNICORN INFOSOLUTIONS PRIVATE LIMITED, India (3+ years): Developed and implemented strategies to increase sales and customer base; Improved customer retention through personalized service and relationship building; Assisted in developing a new product launch strategy. Responsibilities included: managing customer accounts; providing technical support; implementing business plans; researching market trends; developing promotional materials; analyzing sales data; generating reports; meeting sales targets.

## SKILLS

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Sales Management	★★★★★
Presentation Skills	★★★★★
Sales Strategy Development	★★★★★
Negotiation	★★★★★
Market Analysis	★★★★★
Product Knowledge	★★★★★