

# Sudhir Tiwari

## Sales Executive

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### CAREER OBJECTIVE

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Seeking an entry-level position where I can grow my skills as a marketing professional and contribute to the overall success of a company. My previous experiences and top-notch sales skills have helped shape me in this industry and have given me a basis from which to grow.

### PROFESSIONAL EXPERIENCE

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#### Sales Executive

*Ceasefire Industries Pvt. Ltd*

04/2024 – present

New Delhi

- Business development for the organization while building and managing customer relationships.
- Tasks involve selling and upgrading client services according to their Fire safety needs/ requirements.
- Generating revenue for the organization through collecting renewals and upgrading clients' services.
- Handling clients' queries and providing suggestions or solutions to them. Contribute both individually as well as a team to achieve the set sales target on monthly, quarterly as well as annual basis.
- Market Mapping on a daily basis as per the daily plan.

#### Sales Executive

*Picture It Photography*

02/2019 – 07/2020

Mumbai

- Identify and approach potential clients who may require photography services for events, shoots, or special occasions.
- Maintain accurate records of sales activities, client interactions, and deal closures.
- Provide regular reports on sales performance to the management team

### EDUCATION

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#### PGDM - 9 CGPA

*Sri Sukhmani Institute Of Management*

2022 – 2024

Dwarka, Delhi, India

#### Graduation BA- 56%

*Christ Church Degree College*

2015 – 2018

Kanpur, UP

#### 12th- 85%

*Patel Saraswati Vidya Mandir Inter College*

2014 – 2015

Kanpur, UP

#### 10th - 90 %

*Patel Saraswati Vidya Mandir Inter College*

2012 – 2013

Kanpur, UP

### INTERNSHIP

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#### Marketing & Sales Intern

*Dabur India Limited*

06/2023 – 07/2023

Kanpur, UP

- Create a master database of Hospitals/Nursing Homes and restaurants in the city.
- Maintaining a Daily Sales Report of the work done and sharing it with the supervisors.
- To monitor the different juices in the market taking into the competition aspect.
- To fulfill the orders in real time & to manage the credit days.

#### Research Marketing Intern

*Dabur India Limited*

01/2023

Shahibad, UP

- Secondary market research of competitor's promotion strategy.
- Write reports summarizing the findings of the research and highlighting key takeaways for Dabur's marketing team.
- Continuously monitor the promotional activities of Dabur's competitors to stay upto-date on their latest strategies.

## **LIVE PROJECT**

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### **Marketing Intern**

*Dabur India Limited*

09/2022

New Delhi

- To promote and generate sales of Diwali gift hampers in the corporate gifting space.
- Recommended the most appropriate hampers for clients' employees.
- Generated sales by actively reaching out to potential clients.
- Closed deals with corporate clients.

## **CERTIFICATES**

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### **Digital Marketing by Google**

- Learnt content marketing, social media marketing, and video marketing.
- Creating and sharing video content to engage and educate the audience. This includes promotional videos, tutorials, product demonstrations, and more.

### **Market Research Analyst By Great Learning**

- Master the fundamentals of market research and its role in business decision making.
- Recognize the importance of continuous learning and professional development.

## **ACHIEVEMENTS**

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- Cleared Indian Navy (SSR) Exam - 2018
- Captain of the college Cricket Team
- Student Placement Coordinator
- Students Games Federation of India  
Won silver medal in ATH 1.5km in National students game organized by SGFI

## **SKILLS**

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- MS Office with AI
- Leadership
- Time Management
- Negotiation Skills
- Team Work
- Strategic Skills
- Adapative
- Interpersonal Skills
- Digital Marketing
- SEO
- SEM