




# SHIVAM BHANDARI

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## Career Objective

To pursue a challenging career in a suitable industry where the skills set acquired by me are useful and to learn further new concepts that show a tremendous growth in my career.

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## Work Experience

### Sales Manager

#### Laferah, ( handbags company ,2022-2023)

- Managed a portfolio of 30+ products and services while mentoring the sales team to achieve sales goals.
- Analyzed market segments to identify new business opportunities to expand the existing customer base significant.
- Maintained the accurate tracking of budgeting and sales costs, labor, operations cash flow, and supplies.
- Cold-called 20+ potential clients on a daily basis, with a closing rate of 10% to 2%.

### Sales Associate

#### Kawan Motors (2021-2022)

- Proficiently sold a wide range of new and used vehicle, demonstrated various car models to customers and clearly communicate their features and benefits, using active listening skills to suggest most appropriate vehicle.
  - Recognized as Employee of the Month three times during tenure for exceptional sales performance.
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## Education

### Graduation (BA program )

Shri Venkateshwar University (Distance learning)

### High School

D.A.V Public school

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## Technical expertise

- Proficient in MS Office (Word, Excel, and PowerPoint), MS Project, and MS Visio, spreadsheet.
  - Highly skilled in customer service and can communicate effectively with clients.
  - Proficient with computers, learns new software systems with ease.
  - Marketing
  - Sales Strategy Implementation
  - Strategic Selling Skills
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## Additional Skills

- Project Management Skills
- Digital Marketing
- Leadership
- Critical Thinking
- Communication Skills

## Languages

- Fluent English
- Native Hindi