

# VISHWESH SAVARKAR

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## Objective

Sales professional with 3+ years experience in lead generation and lead qualification, proven customer service, and communication skills to effectively fill the Sales Associate role in your company.

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## Experience

### Godrej and Boyce Mfg Co Ltd

September 2017 -  
June 2020

Assistant Manager - Consumer Durable

Achieving monthly sales targets

Handling channel sales and distribution management.

Currently handling dealers, sub-dealers, 110 retail outlets, 10 distributor and 4 direct dealer.

Driving RSO's and Canvassers for achieving secondary and tertiary targets

Planning and forecasting sales revenues and maintaining the same

Analyzing the gaps between competition improving the performance

Driving and designing the secondary & tertiary schemes for boosting sales

Doing regular business with current network (Distributors + Retailers) as well as expanding the network to gain more extraction for sales

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## Internship

### Research Associate for Marino Laminates

Study of laminate market for Nashik region for Merino Laminate Industry

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## Education

2017

### METS BHUJBAL KNOWLEDGE CITY NASHIK

Master in Business Administration

8.9 CGPA

2015

### K T H M College Nashik

B Sc in Biotechnology

70%

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## Skills

Consultative selling approach

Strong communication and Relationships Management Skill

Account Management, Lead Generation

Aggressive and Enthusiastic

Revenue Target Strategy and Execution

Team Planning, Training and development