

Name : Prashant Sanjay Deore
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Address : New Sangvi Pune

OBJECTIVE

Creative and performance-driven Digital Marketing Consultant with an extensive experience and comprehensive background in evaluating client's business and marketing situations and developing new digital marketing tools. Effective communicator with a highly professional attitude and extensive knowledge of marketing principles and concepts. Great leader with well-developed teamwork abilities and extraordinary time management skills.

EXPERIENCE

Company Name: Webocto Digital Marketing Agency

Designation: Sales Executive

Duration: 2 Aug 2021 till to date...

Roles and Responsibilities:

- Coordinating with company director regarding the sales targets.
- Cold calling to the customers through calls, mails and generate enquiry from them.
- Communicated and worked closely with clients in order to identify and assess their business situations.
- Provided beneficial advice, knowledge and support to clients to improve their marketing strategies and plans.
- Worked on the development and implementation of new digital marketing tools, assisted in SEO management Social Media Marketing and Google Ads.
- Optimizes conversion rates, evaluated site architectures and performed an in-depth analysis of marketing performance.
- Visiting the clients or arrange online meeting and give them information regarding services/products .
- Make quotation and send to clients.
- Prepare and deliver technical proposals/presentations explaining products or services to existing and prospective customers.
- Prepare and deliver technical presentations explaining marketing strategies and plans to existing and prospective customers.
- Customized the services to meet clients needs.
- Maintain client relationships and developing new business.
- Preparing reports and presentations.
- Preparation of daily, weekly, monthly reports on work progress & evaluating as per the planned schedules.
- **Finding new clients and convincing them that our company is the right one to handle their requirements.**
- Attending the client meeting regarding the status of work.
- Advise clients on price and discuss about the site with them, acting as mediator between client and company in price negotiations.
- Closing the sales calls.

- Achieving the monthly target.
- Handle CRM and update daily activity in CRM.

Company Name: Poona Pneumatic Pvt. Ltd.

Designation: Sales Engineer of ELGi Air Compressor

Duration: 16 July 2019 to 30 July 2021

Roles and Responsibilities:

- Coordinating with managers regarding the sales targets.
- Cold calling to the customers and generate enquiry from them.
- Visits the customer and give them information regarding air compressor.
- Study about there plant and machinery.
- Guide the customers about there requirement by understanding their needs.
- Make quotation and send to clients.
- Prepare and deliver technical presentations explaining products or services to existing and prospective customers.
- Collaborate with sales teams to understand customer requirements and provide sales support.
- Secure and renew orders and arrange delivery.
- Plan and modify products to meet customer needs. Help clients solve problems with installed equipment.
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.
- Maintain client relationships and developing new business.
- New Client acquisition from Given data.
- Preparing reports and presentations.
- Preparation of daily, weekly, monthly, reports on work progress & evaluating as per the planned schedules.
- **Finding new clients and convincing them that our company is the right one to handle their requirements.**
- Attending the client meeting regarding the status of work.
- Provide clients with details of properties that fit their requirements in terms of price, size and location.
- Offer clients a selection of properties available for sale and arrange visits to view the properties.
- Advise clients on price and discuss about the site with them, acting as mediator between client and company in price negotiations.
- Closing the sales calls.
- Achieving the monthly target.
- Handle CRM and update daily activity in CRM.

EDUCATIONAL QUALIFICATION

Degree	College/Institute	Board/University	Year	Percentage
BE	R. C. Patel Institute of Technology, Shirpur	North Maharashtra University	2016	7.29
HSC	Jai Hind Junior College, Deopur Dhule	Maharashtra State Board	2012	55.83
SSC	Nanaso Z. B. Patil Highschool, Deopur Dhule	Maharashtra State Board	2010	76.18

KEY SKILLS

- Teamwork
- Planning & Strategy
- Analytical Skill
- Negotiating Skill
- Time Management

PERSONAL DETAILS

- Fathers Name : Sanjay Jibhau Deore
- Date of birth : 19th July 1995
- Gender : Male
- Nationality : Indian
- Marital Status : Unmarried
- Languages Known : English, Hindi and Marathi
- Permanent Address : Plot No. 22 Madhu Mandar Society Nakane Road Deopur Dhule

DECLARATION

I solemnly declare that all the information I have given is correct.

Place:
Date:

Signature
[Prashant S. Deore]