

Dnyaneshwar Wayal

Senior Sales Manager

Talented Business Development Executive brings high-level business, marketing and sales acumen. Drives competitive growth through proactive relationship building and pursuit of business opportunities . Savvy to industry trends, practices and customer demands.

Contact

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Skills

Sales pipeline management  Excellent

Prospect targeting  Very Good

Goals and performance  Very Good


New Business Development  Very Good

Business development and planning  Excellent

Team building expertise  Very Good

Critical and creative thinking  Very Good

Marketing strategy  Good

Negotiation /Spin Selling  Very Good

Work History

2021-09 -
Current

Senior Sales Manager

Enggmech Engineer, Mumbai, MAHARASHTRA

Roles And Responsibility.

- Maintain and develop good relationship with customers through personal contact via Mail / telephone.
- Responsible for North as well as South Region for New Business Opportunity's.
- Traveling throughout assigned territory to Expand Sales and new Customer acquisition .
- Acting as bridge between Marketing and Sales.
- Showcasing ,Giving Presentation to the Client (End User) about product.
- finding out Potential Customer, dealers,Traders in the Market for Complete Lead Generation for B2B Segment.
- Display efficiency in gathering information of Purchase Order coordinating with respective Operation Team, Marketing Manager and gather customer information to enable clear data CRM Software Salesfunda.
- Coordinate with Production team regarding Orders and Product Confirmation.
- Communicate with National Sales Head in forthcoming payment projections and Target achievement. Responsible for Whole type of Sales Activity which is Beneficial for organization Growth.
- Record sales and order information to Maintain report in Excel.
- Maintaining accurate records of total number of sales made, potential and existing customers, as well as sales employee performance evaluations.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Attending Exhibition and Expo to showcase Company Product and And their Brands.
- Analyzing sales metrics to and Competitive Analysis to determine whether current sales strategies are effective.

2021-04 -
Current

Business Development Executive

Conventus Technology Pvt.Ltd, Mumbai, Maharashtra

Roles and Responsibility.

- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Deals into all CISCO Products like System Integration,ERP Solution ,Security Solution ,voice,Data ,Routers Cables etc.
- Responsible for all Fortinet,IBM, Dell Products to Maintain

- good relationship with existing as well new clients to make sure a communication is alive and close the deals.
- Created vision and provided leadership for targeting larger prospects.
- Achieve forecasted sales goals.
- Manage sales pipeline and source leads
- Plan and execute sales activities that will ensure sales growth objectives.
- On-board customers and keep communication alive.

**2019-08 -
2021-04**

Business Development Manager

Vivish Technology Pvt.Ltd, Mumbai, Maharashtra

Roles And Responsibility.

- Strategic Lead Generation: Mapped entire region&identified4500 properties to approach for MyGate implementation .
- Team Handling: Handled & led team of 6+ executives for Lead Management & conducted training sessions on "Leadsquared" (Lead Management Software).
- Worked with central inside sales team & ensured that every lead gets attended within 20 minutes after assigning to an Executive.
- To find out Potential customer from assign territory .also need to show live demonstration about product which includes spin selling ,Negotiation all kind of sales activity for business growth.
- Also to maintain relationship with new as well as existing customer to make communication alive.
- Directly interacted with higher management for all the MIS & Reports creation..

**2018-04 -
2019-07**

Management Trainee

Ceasefire Industries Pvt.Ltd, Mumbai, Maharashtra

Roles and Responsibility.

- Assisted established management staff with operational oversight, business development and process improvement strategies.
- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Developing goals for development team and business growth and ensuring they are met. .

**2015-03 -
2017-08**

Trainee Engineer

Revmax Infrasturcutre Pvt.Ltd, Mumbai, Maharashtra

Roles and Activity.

- Read and interpreted blueprints, technical drawings, schematics and computer-generated reports.
- Completing all tasks set by Manager and assisting wherever possible.
- Observing existing strategies and techniques and offering suggestions for improvement.
- Conducting research and collating data.
- Traveling to different sites and gaining practical

- experience in new work zones.
- Code Review Designing and developing high-volume, low-latency applications for mission-critical systems and delivering high-availability and performance.

Education

2012-04 -
2014-06

Bachelor of Science: B.sc Computer Science.

Birla College of Arts ,Science ,Commerce. - Mumbai

2017-08 -
2019-07

MBA: Marketing

Indira Institute of Management Study - Pune

Certifications

Done a 250-hour comprehensive performance-based Leadership Development Programmed by Stratecent Consulting

Dale Carnegie certificate of Marketing strategies during Academics

Interests

Technology

Travelling