**Bhagyashree Ukey**

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**Mobile No:** +919096599673.

**Career Goals:**

To work in a radical and challenging environment that compels me to engage in rigorous selling and contribute in the progress of the organization.

**Skills Sets:**

* Proficient time management skills and able to prioritize.
* Consistent performer exceeded quarterly quotas by 11% quarter over quarter.
* Ability to find the Customer need and project them.
* Goal driven individual with a passion to excel on the professional front.
* Ability to work for long hours and to upsell and cross sell.
* Ability to work as individual as well as in group.

**Professional Career**

**Since May 2015 to May 2019 with Redington (India) Ltd as Inside Sales Representative (Microsoft)**

**Responsibilities:**

* Handling all the **sales** and technical queries from the Customers regarding various products of Microsoft through phone call /Live chat / E-mails.
* Identifying & developing potential customers for achieving business volumes consistently and profitably.
* Mapping client’s needs & providing best products to suit their requirement.
* Handling Sales planning, channel operations & business analysis for assessment of revenue potential in Microsoft business.
* Major focus on SME and Large-Scale Group & Companies.
* Presenting the proposal to client decision makers & Handling objections.
* Preparation of Quotation and invoice as per the **sales** requirement.
* Responsible for Monthly Sales Target assigned by the company.
* Creating and implementing Action Plans to improve performance on timely basis.
* Highlighting issues to the Management and working on how to fix it.

**Achievement:** Recognized by best employee of the year 2015-16 for GOA region from Redington India.

**Since May 2019 to January 2020 with Navishaa Outsourcing as Inside Sales Representative.**

**Responsibilities:**

* Building relationships with new customers.
* Demonstrating products to customers.
* Visiting new and existing client for product demo. Answered customers’ questions regarding products, prices, and availability.
* Maintaining good business relationships with existing clients.
* Emphasized product features based on analysis of customers’ needs.
* Maintain a 70% customer renewal rate.
* Deal with customer feedback, enquiries, complaints and refunds.
* Using negotiation and communication skills to sell new products.
* Holding meetings to discuss progress of existing projects.
* Developed strategies to grow customer base, which resulted in a 25% increase in monthly sales.
* Utilize a consultative selling approach on all calls.

**Since June 2021 to August 2021 with Mossbrae Solutions Pvt Ltd as Sales Executive.**

**Responsibilities:**

 • Lead management and sincere effort to ensure every single lead is attended
 to within the SLA and converted into paying customers
 • Lead generation in addition to incoming leads, also create and maintain a
 list/database of leads.
 • Prepare various sales dashboard to clearly present daily, weekly, monthly
 and quarterly reports to the reporting manager.
 • Deliver sales target without giving any reasons or blaming external circumstances.

**Academic Details**

* BE (Electronics) from Kits Ramtek, Nagpur University in 2013. 63%
* Diploma in Electronics Priyadarshini College Nagpur in 2010. 78%
* 12th (Science) from S.H.J. College Nagpur in 2007. 60%
* 10th from S.H.J School Nagpur in 2005. 70%

**Personal Information**

* Date of Birth: 14/04/1990
* Languages Known: English, Hindi, Marathi.
* Marital Status: Married.

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