

# Sujit S. Gupta

Bharti Apartment, 2nd Floor, Flat No.104, Near V.J Honda Showroom, Ambarnath-Kalyan Road, Ulhasnagar (Thane) - 421003.

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Highly Motivated Sales Professional with 8+ years of experience in selling ERP and Saas products and also providing expertise in strategic Lead generation, sales Presentation, Enterprise Sales Strategy, creative marketing, satisfied clients and building a network of referrals to increase sales.

## **Work Experience :**

Working with Information Dynamics India Pvt Ltd, as a Assistant Manager – Sales & Marketing since Sep2017 to Present

Job Profile : Assistant Manager – Sales & Marketing.

Worked with IAL India Pvt Ltd, as a Senior Sales Executive since Sep 2015 to Aug 2017 Job

Profile: Sr. Sales Executive.

Worked with Banwari Logistics & Shipping Pvt Ltd, as a Customer Service & Documentation Executive since May 2012 to Aug 2015

Job Profile: Customer Service & Documentation Executive

## **Job Responsibilities :**

- Responsible for securing new customers, and maintaining and developing existing accounts.
- Meet and exceed target set in terms of contributing and generating revenue for the department.
- Keeping updated with recent developments in the market.
- Conduct and report minimum number of sales leads set by the management and transform a minimum of those into revenue generating business.

Regularly visit existing accounts validating our service levels and develop new revenue streams.

- Negotiate with the accounts as per price guidelines given, looking to maximize profits.
- Follow up on customer communications in a timely and professional manner.
- Support Customer Service and work closely with Operations and Documentation on the execution of customer service contracts.
- Promote the services and products of all entities, and coordinate sales efforts with other department sales.
- Assimilate market information and take part in the overall business development through weekly / monthly sales meetings.

## **Education Qualification**

T.Y.B.Sc (IT) from Mumbai University passed

HSC from Maharashtra board Passed

SSC from Maharashtra board Passed

## **Computer Programming Skills:**

MS-CIT 2007

## **Interpersonal Skills:**

Good Communication and Presentation Skills

- Independent and self- Motivated
- Able to work in a team as well as an individual.
- Influential Negotiation Skills
- Sales Strategy Implementation
- Sales Presentation Planning
- After Sales Support

## **Hobbies:**

Listening to Music,

Playing Football,

Watching & Playing Cricket.

Thanking you,

Yours truly,

**(Sujit S. Gupta )**

