

Hrushikesh Parmar

Pune • 7020930967 • hrushikeshparmar77@gmail.com

SUMMARY

Organized and motivated employee eager to apply time management and organizational skills in various environments. Seeking entry-level opportunities to expand skills while facilitating company growth. Sales professional with focus on driving revenue growth and maintaining client relationships. Skilled in team leadership, training, and implementing sales strategies to achieve business goals. Experienced in market analysis, customer service, and coordinating with different departments to enhance overall performance.

EXPERIENCE

Assistant Sales Manager, 01/2024 - Current

Poshs Cinoti Private Limited - Pune

- Executed efficient management of customer debts.
- Streamlined processes for effective material reconciliation.
- Ensured payment collection in line with specified terms.
- Managed resolution of customer questions.
- Streamlined financial operations for better bill discounting.
- Performed periodic maintenance and updates on all Excel documents.
- Performed sales manager duties with excellence during manager emergencies or absence.

Business Development Executive Intern, 08/2023 - 10/2023

Logicon Facility Management - Pune

- Developed and implemented strategies to increase customer base and revenue growth.
- Conducted market research and identified potential business opportunities.
- Built relationships with clients, partners and vendors to facilitate successful partnerships.
- Analyzed competitor activities in order to understand industry trends and dynamics.

Marketing Executive, 07/2021 - 10/2022

Andspaces Consultants Private limited - Pune

- Developed marketing strategies and campaigns to increase brand awareness.
- Managed relationships with external vendors, agencies and suppliers to ensure effective delivery of services.
- Conducted market research to identify consumer trends and preferences.
- Analyzed customer feedback to improve the quality of products and services.

HOBBIES AND INTERESTS

- Playing Cricket,Basketball,Chess
- Trekking
- Travelling

SKILLS

- Cross-Functional Team Leadership
- Mobile Advertising Platforms
- Digital Advertising
- Time management
- Multitasking
- Effective Communication
- Client engagement
- Customer retention
- Sales reporting
- Business development
- Client relationship building
- Product presentation
- Contract negotiation
- B2B sales expertise

EDUCATION

B.Com, 07/2021

Brihan Maharashtra College of Commerce - Pune

MBA : Marketing, 06/2024

S.K.N Sinhgad School of Business Management - Pune

CERTIFICATIONS

- TCS ION
- Rubicon

LANGUAGES

English: First Language

Hindi:  C2
Proficient

Marathi:  C2
Proficient

ACCOMPLISHMENT

- President of Student council
- National level Basketball Player
- State level chess player
- District Level Cricket player