

201 Creado Apartments,  
Juhu Church Raod,  
Juhu, Mumbai- 400049 India  
P : +91 8898080904  
E : hr6@falconmsl.com  
W : www.falconjobs.net

FALCON ID # 21915

Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India  
Resume Title : Sales Representative Notice Period : 30 Days

## EDUCATION

| Qualification | Institute / College /university | Year | Country     |
|---------------|---------------------------------|------|-------------|
| Mba/pgdm      | Bharathiar University           | 2013 | Not Mention |
| B.b.a.        | Bihar University                | 2009 | India       |

## CAREER SUMMARY

| Position             | Employer           | Country | From Month/<br>Year | To Month/<br>Year |
|----------------------|--------------------|---------|---------------------|-------------------|
| Sales Representative | Reputed<br>Company | India   | 08/2009             | 05/2015           |

## ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

| Name Of The Course | Course Date | Valid Upto | Name Of Organisation |
|--------------------|-------------|------------|----------------------|
|--------------------|-------------|------------|----------------------|

Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Job Responsibility

1. Develop a Business plan and sales strategy for the market that ensures attainment of company sales goals and profitability- [Budgets by Category/territory/customer/sales executive]
  - a. Plan, Organize, direct and control Sales Executives to meet objectives
  - b. Establish realistic sales objectives for the month and action plan

- c. Monitor each sales staff daily performance and compare with month's objectives/targets
- d. Prepares action plan by Individuals as well as by team for effective search of sales leads and prospects.
- 2. Initiates and coordinates development of action plan to penetrate new accounts.
- 3. Assist in the development and implementation of marketing plans as needed.
- 4. Conducts one to one review with Sales executives to build more effective communications, to understand training and development needs and to provide insight for the improvement of Sales Executives – Sales and activity performance.
- 5. Conducts regular coaching and counseling with Sales Executives to build motivation and selling skills in order to meet the set objectives.
- 6. Handling of customers –
  - a. Visits and maintain close contact with all customers in the market area to ensure high levels of customer's satisfaction.
  - b. Maintaining and updating the customer's data base on regular basis.
  - c. Constructively handles all Customers complaints and timely communicate to relevant department in order to attain max customers satisfaction.
  - d. Insures that Sales executives meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals etc.
- 7. Conducts regular sales meeting and review the performance of Individuals and as a team and motivate them for greater achievements.
- 8. To develop and maintain close relationships with the Principals and effective communication to achieve the set sales budget and implement key strategies.-[ Sales/Commercial/Technical dept].
- 9. Ability to create Business proposals and presentations and assist Sales executives in developing these skills. Direct staff in the development, analysis and preparation of reports.

## Additional Information :

### Key Skill

- ? Excellent sales and negotiation skills.
- ? Good communication and 'people skills'
- ? Confidence, motivation and determination
- ? The ability to work well on your own and also as part of a team
- ? Good organisational and time management skills
- ? The ability to deal with rejection
- ? Attention to detail
- ? The ability to develop in-depth knowledge about your products and markets
- ? Good business sense and a professional manner