

SANCHIT MODI

Assistant Sales Manager

Customer- Oriented, Strategic- Thinking Professional Offering over 3.4 Years of Experience in Cultivating Clients, Retaining Top Accounts, & Growing Profit Channel. Multi- Tasking & Self-Motivated Leader with Expertise in Expanding Network Connections & Persuasively introducing Products. Well-Versed in Implementing Pricing models, managing vendor relation & Expanding Territory.



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9923041585



Mumbai, India

SKILLS

Sales Strategy (B2B)

Client Relationship Management

Lead Generation

Key Account Development

Persuasive Negotiation

Institutional Sales

OEM & Project Business

Sales Planning & Management

LANGUAGES

Hindi
Full Professional Proficiency

English
Full Professional Proficiency

Marathi
Full Professional Proficiency

INTERESTS

Travel

Music

EDUCATION

Post Graduation in Marketing & Finance

SRI Balaji University- Pune

06/2016 - 04/2018

Pune

Post Graduation in Digital Marketing & Communication

Upgrad- MICA

09/2019 - 02/2020

Mumbai

WORK EXPERIENCE

Assistant Sales Manager

APL Apollo Tubes Limited-(OEM & Project Sales)

03/2018 - Present

Mumbai

The Company is into Manufacturing of ERW MS Steel Pipes & Hollow Sections Tubes which has Units on Pan India Basis with Head Office at Delhi

Tasks

- Cultivating Long term Business Relationships with client Account Management Team
- Achieving the Sales & Revenue Target from B2B Strategic Account & Ensure of timely collection of Payment
- Responsible for End to End Sales Process from Qualifying Leads to Closing the Deal
- Hands on Experience on SAP as Handling Sales Administration work for West Region
- Increase repeat Customer Base by maintaining relationships with high-profit Clients & Effectively managing services Issue
- Responsible for Keeping Track Record of Offers & Ensure Timely Discussion with Carrying out Customer like Government, & PSU's and OEM Customers
- To Work closely with Operation Team to Ensure Successful & smooth Delivery of Client Service

Management Trainee

3M India Pvt Limited

05/2017 - 06/2017

Mumbai

Tasks

- Worked alongside with Senior Team members to learn all related job tasks & Roles
- Increased Customer Base and market share by promoting Product through diverse Channels
- Met with Customer to discuss options for selection of product & services
- Drafted internship report to summarize position, responsibilities & Learning outcomes and skills developed

DIGITAL MARKETING PROJECTS

Social Media Marketing- Facebook live Project (Facebook Ads Manager)

Designing & Building Web Presence- Bajaj Auto Project

Social Engine Marketing & Display Live Project (Google Ad Manager)