

VASIM GARANA

@ vasimgarana28@gmail.com

+919723941889

Naimat, nilkanth park Street No.2, Devpara main road, Rajkot-360002.

Objective

Seeking a position to utilize my interpersonal skills and marketing abilities in the management field that offers professional growth while being innovative and flexible. I am seeking work for a Sales & business development manager with a company to utilize my education and my skills in management.

Experience

Atulya machines Private limited **Sales Manager**

Feb - 2023 -
Pursing

Acquisition of new clients.

Lead conversion from numerous marketing channels.

Creating a short- and long-term sales plan with the intention of
Consistently meet revenue goals in accordance with
team/organizational goals.

Actively looking for possibilities to upsell and cross-sell to
existing customers.

Obtaining referrals from the current clientele to widen the sales
pipeline.

Management of customer relationships.

Recognize customer needs and provide insights for improving
the product portfolio based on interactions with and feedback
from customers.

Management of key accounts.

Development of new accounts.

Reporting and operations.

Overseeing pre- to post-sales support activities for the
designated goods and regions while guaranteeing the greatest
level of client satisfaction.

Daily morning meeting.

India Mart related works.

Lead generation through different portals.

Customer relationship management

Closing of every deal.

Travel to various destination across the globe for closing.

Payment Collection and management

Implement new strategy as per market requirement

Identify market potential to implement new strategy

Identify dealer potential and positioned him for different areas.

Collaborating with cross function team

Aug - 2021 -
Feb-2023

Multipro machines Pvt. Ltd.

Business development and sr. sales executive export as well as domestic
Data management.
Weekly meeting with executive.
Solve issues related to closing.
SEO related issues.
India Mart works.
CRM Software works.
Discuss strategy with sales manager and management panel.
Maintaining client relationship.
Lead generation.
Customer feedback and Customer relationship management.
Production planning according to sales.

April -2019- Jan
-2021

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March -2019-
May -2018

Nakoda products

Sales Executive - solar and transformer division
Sales executive - sales Field sales. Communication with clients. Corporate meetings.
Solar related works.
Purchase and delivery.
Lead generation.
Digital marketing.
Customer feedback and Customer relationship management.
Government Works.

Tender works.

Education

2018	Vadodara Institute of engineering Bechlar of Engineering - Electrical 8.4 CGPA
2014	Jawahar Navodaya Vidyalaya - CBSE High secondary education 74%
2012	Jawahar Navodaya Vidyalaya Secondary education 9.4 CGPA

Skills

Sales
Problem solving
Decision making
Team management
Communication skills
Data analysis
project management

Projects

Farm protection system from animals.

It is an engineering project which was taken into evolution for scholarship under top 10 projects across Gujarat.

Research Paper was submitted in well known international firm.

Solar project at adani power

Nakoda solar has successfully commissioned solar structure at Adani solar. That order was fulfilled by me backed by management.

Commissioning of machines in indian air force

We have successfully commissioned machine in Indian air force training center at MITT Chennai.

Commissioning of projects in different States

We have successfully commissioned machines in 18 different states in india where our machines are functioning smoothly.

Languages

English
Hindi
Gujarati
Urdu

Declaration

Above all listed are true based on my knowledge. I am eager serve your well known company.

