

Amar Godhade

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PROFESSIONAL SUMMARY

Master's degree in Marketing and proven experience of creating a pool of potential customers across domains. Recognized for successfully meeting targets, and nurturing fruitful relationships with customers.
Ability to learn things quickly and work in a fast paced, ever changing environment.

EMPLOYMENT HISTORY

Area Sales Manager, Frooters Innovations Pvt. Ltd. Mumbai

May 2019 – Present (1 Year, 2 Months)

1. Sales in the Region

- Establishing business opportunities by identifying prospects and evaluating their position in the industry, researching and analysing sales options
- Daily reporting on sales target
- Ensure all the information as per the sales plan are in the system and confirm the same with Senior Manager.
- Ensure all the primary billing material are dispatched to the customer within 3 working days of the date of billing
- Responsible to establish distributors in the given region & maintain good relationship.

2. Customer handling

- Ensure proper demonstration of the product to customer
- Negotiate/close deals and handle complaints or objections of the customer
- Ensure collection from customer as per the defined credit period
- Managing the customer credit limit with the company and ensure there is adequate security coverage

3. Relationship Management

- Maintaining relationships with clients by providing support, information, and guidance
- Researching and recommending new opportunities & recommending profit and service improvements

Sales Executive, Koldplay (Full House Restaurants Pvt. Ltd.) Mumbai

Feb. 2018 – Feb. 2019 (1 Year)

- Conduct market research to identify selling possibilities and evaluate customer needs
- Client Acquisition as per the sales target
- Maintaining knowledge of all the products and service offering of the company
- Demonstration and presenting of products to the customer
- Contributing to team effort by accomplishing related results as needed
- Preparing reports by collecting, analysing and summarizing the information

Sales Intern, Paradise Floor & Windows. Mumbai

Oct. 2017 – Jan. 2018 (3 Months)

- Extracting data online of potential clients to create new business opportunities
- Making cold calls for new business leads
- Arrange meetings for senior management with prospective clients
- Creating a positive on-boarding experience for new clients
- Regularly interacting with clients through telephone calls or email communications

EDUCATION

Oriental Institute of Management Studies, Navi Mumbai, Maharashtra

MBA, Marketing, Apr. 2018

D.B.J. College, Chiplun, Maharashtra

BCom, Commerce, Mar. 2016

SKILLS

Identifying new business opportunities, Product Knowledge, Demonstration, Communication, Handling customer conflict, Negotiation, Client relationship

Extra-curricular Activities & Interests

- Trained in Taekwondo for 3 Years
- Trained in Army School about Military of India
- **Hobbies** : Sports, Travelling, Listening to music