



Ashwin Upadhyay

Sales Manager

 Udvada, Gujarat, 396185

 7575843900

 ashwin.upadhyay1996@gmail.com

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams.



Skills

- Order management ●●●●●
- Sales processes ●●●●●
- Business development and planning ●●●●●
- Strategic account development ●●●●●
- Goals and performance ●●●●●
- Coaching and mentoring ●●●●●
- Marketing strategy ●●●●●
- New Business Development ●●●●●
- Sales Reporting ●●●●●
- Positive and upbeat ●●●●●
- Empowers high-performing sales teams ●●●●●



Work History

- **Sales Manager**
Electronica Finance Ltd, Vapi, Gujarat
 - Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base.
 - Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.
 - Monitored metrics and marketing investments to assess performance and implement continuous improvements.
 - Increased sales volume by expanding product line to new retailers, including warehouse clubs and natural food chains.

2020-01 - Current

2019-12 - 2020-01



Relationship Manager

Magma Fincorp, Vapi, Gujarat

- Worked with clients to address and respond to client and partnership management issues.
- Increased customer satisfaction by resolving **Product or Service** issues.
- Visit daily DSA Connector for increasing number of Disbursement and leads.

2017-06 - 2019-11



Sales Officer

UJJIVAN SMALL FINANCE BANK, Vapi, Gujarat

- Achieved dramatic sales increase by skillfully managing relationships and proactive sales approaches.
- Collaborated with channel partners to identify and qualify mutually rewarding sales and business opportunities.
- Taking care of business loan Secured only.

2009-01 - 2012-03



Education



School: Basic

ST. Augustine High School - Vasai

2012-10 - 2014-10



HSC 12th: Commerce

Shankar Narayan College - Bhayandar, Mumbai

2014-09 - 2017-10



Graduation: Finance

Viva College Arta And Commerce College - Virar