

Shubham Rathod

Sales Manager

Address: - Indore, MP,452012
Mobile No: - 8435285089
E-mail: - rathodshubham4560@gmail.com

Accomplished Sales Manager with 8 years of experience consistently rising through ranks. Well-versed in sales, personnel management and accounting . Dedicated to complete knowledge of company products and services for optimized customer service. Proactive sales manager with demonstrated leadership abilities, strategic planning expertise, and problem-solving acumen. Assist team managers with accomplishing demanding targets by encouraging staff and coordinating resources. Methodical, and well-organized in optimizing coverage to meet operational demands.

Skills

Sales growth	Very Good
Business Development	Very Good
Consulting	Very Good
Project Management	Very Good
Employee performance evaluations	Excellent

Work History

01-24 - 05-24	Executive Business Manager PNB Metlife India Insurance Co. Ltd. <ul style="list-style-type: none">Drive sales and revenue growth by identifying new business opportunities, developing and implementing sales strategies, and mentoring sales agents to achieve their targets.Lead and manage a team of insurance agents and Insurance Manager, providing guidance, training, and coaching to ensure they meet their sales targets and provide excellent customer service.Provide leadership and guidance to the branch team, setting goals and objectives, and ensuring they are aligned with company objectives.Ensure excellent customer service by resolving customer complaints, addressing concerns, and providing policy information and guidance.
07-2022 –12-2023	Recruitment and Development Manager Kotak Mahindra Life Insurance Co. Ltd. <ul style="list-style-type: none">Setting and monitoring sales objectives.Providing sales strategies, feedback, and marketing plans.Contributing to meeting sales targets.Keeping up-to-date with industry developments.Conducted daily effective sales huddles with 4- person team
2018-05 – 2022-05	Assistant Manager Dezire Research Pvt. Ltd., Indore, M.P

- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction rating.
- Monitored customer buying trends, market condition and competitor actions to adjust strategies and achieves sales goals.
- Conducted daily effective sales huddles with [32]- person team to focus on behaviors that would convert to sales.
- Developed monthly team action plans and monitored progress.

2016-02 – 2018-04 **Floor Manager**
Money Gainer Pvt. Ltd., Indore, M.P

- Established and optimized schedules to keep coverage and service in line with forecast demands.
- Managed full team schedule to maintain adequate coverage.
- Oversaw employee performance corrected problems and increased efficiency to maintain productivity targets.
- Submitted report to senior management to aid in business decision-making and planning.

2015-01 – 2016-01 **Team Leader**
Golden Computer Academy, Indore M.P.

- Built strong relationships with customer through a positive attitude and attentive response.
- Mentored and guided employees to foster proper completion of assigned duties.
- Facilitated training for associates through daily coaching and regular performance appraisals.
- Optimize customer support by establishing collaborative service enrollment.
- Participated in a cross-functional team – building activities.

Education

High School Diploma

Kelwa Public Hi. Sec. school – Mhow, Indore

2016-06 - 2019-06 **Bachelor of Commerce: Accounting and Business Management,**
Dr. APJ Abdul Kalam University, Indore

Software

Tally Prime

MS Excel

Interest

Travelling, explore the new thing,