

Akshay Deshmukh

Sales Executive

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Results-driven Sales Executive with 5+ years of experience in driving revenue growth and new business development. Proven ability to build client relationships and close high-value deals, achieving a 30% increase in sales. Skilled in market analysis and implementing effective sales strategies to exceed targets.

Education

● SSC Mahatma school, Panvel 68 %	2010
● HSC Mahatma Junior Collage , Panvel 78 %	2012
● B Com Mumbai Univercity 72%	2016
● MBA Welingkar Pursuing	2024

Work Experience

- **Simran Motors Pvt Ltd.** *June 2017 - October 2019*
 - Sales executive
 - Consistently surpassed monthly and quarterly sales goals using strong negotiation and product knowledge.
 - Excellent at building customer relationships, leading to high satisfaction and repeat business.
- **Excell Autoviata Pvt Ltd.** *October 2019 - October 2023*
 - Relationship Manager
 - Excellent at building and maintaining relationships with car buyers, ensuring high customer satisfaction and repeat business.
 - Skilled in understanding customer needs and offering personalized solutions to enhance their buying experience.
 - Generated leads, managed customer vehicle bookings, and coordinated the entire sales process to ensure a seamless experience.
- **Bhavna Automobile Mahindra.** *November 2023 - Till Now*
 - Senior Sales executive
 - Leading sales teams, driving revenue growth, and developing strategic sales plans.
 - Exceptional ability to build and maintain long-term client relationships, consistently exceeding sales targets.
 - Expertise in market analysis, competitor research, and leveraging data-driven insights to optimize sales performance.

Achievements And Awards

- Win Emerging Star award at Maruti Suzuki.
- Winner of sale expert in Maruti Suzuki.
- Winner of best performance in Maruti Suzuki west zone.
- Win valley run trophy at valley run racing concept.
- Emerging star again in 2021.

Interests

- Interested in Cars and Sales

Skills

- Handle the customer with care.
- Build good relationship with customers
- Creative Thinking
- Help Organization to grow
- Good Communication

Personal Strength

- Objection Handling.
- Ability to work under pressure.
- Fast Learner.
- Handle any panic situation easily.
- Good knowledge of market.
- Dynamic of business prospect to business partners.
- Creating Marketing strategy and successfully applying marketing mix.

Personal Details

- DOB: 30th Dec 1995
- Languages: English, Hindi, Marathi
- Nationality: Indian
- Hobby: Playing outdoor games, Riding
- Driving License: Yes
- Passport: No