

ANIKET RAJU SALVE

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Objective

I am seeking a position in a growth-oriented company where I can effectively utilize my experience and skills to contribute to business success and exceed company objectives.

Education

T.Y.B.COM | JAN 2020 | DR BABASAHEB AMBEDKAR DEGREE

- Mumbai university
- GPA:- 78%

HSC | 2015 | CHEMBUR KARNATAK JR COLLEGE

- Maharashtra board
- GPA:- 49%

Skills & Abilities

- English (30) Wpm Passed with A grade.
- Marathi 30/40 Wpm.
- MSCIT with A grade.
- Customer relationship management.
- Sales
- Team management.

SALES

- Lead generation
- Target achievement
- Sales reporting

COMMUNICATION

- Delivered impactful presentations with positive feedback from teams and clients.
- Strong verbal and written communication abilities in English, Hindi, and Marathi.
- Able to clearly explain product features and resolve customer objections.

Experience

Experience Center Executive (EC Manager) | LIVESPACE (Home Interior) | 3 -JuLY -2023 to 23 Dec 2024

- Handled walk-in customers, understanding their needs and qualifying leads based on requirements and budget suitability.
- Managed day-to-day operations of the Experience Centre with a team of 30+ staff, ensuring smooth and efficient workflow.
- Maintained detailed records of qualified and unqualified customer data in organized spreadsheets.
- Oversaw cash and cheque collections and deposits, with accurate transaction logging in Excel-based financial sheets.
- Addressed customer escalations promptly, providing effective resolutions to enhance satisfaction and retain trust.

DEALERS SALES EXECUTIVE | SHAW MOTORS | APRIL 2022 TO MAY 2023

- Conducted cold calls to transporters and dealers to generate leads and promote Tata Commercial Vehicles.
- Met and greeted transporters, dealers, and bankers to build relationships and provide detailed product briefings.
- Actively promoted Tata Commercial Vehicles, highlighting key features and benefits to potential clients.
- Worked consistently towards achieving and surpassing monthly sales targets.

SALES EXECUTIVE | HAMLEYS INTERNATIONAL TOY BRAND | JULY 2021 TO MARCH 2022

- Greeted and engaged customers, providing an interactive and memorable shopping experience for children and families.
- Demonstrated product features, promoted new arrivals, and guided customers in making purchase decisions.
- Met and exceeded daily and monthly sales targets through strong product knowledge and upselling techniques.
- Maintained store displays and ensured products were well-stocked, clean, and merchandised attractively.
- Handled POS transactions, returns, and exchanges with accuracy and excellent customer service.
- Supported team in managing large footfall during festive seasons and promotional events.

Front Desk Executive |BE FIT GYMNASIUM |Feb 2019 to March 2020

- Attended to clients, providing assistance with equipment use and ensuring a clean and safe workout environment.
- Maintained accurate client fee records and updated membership cards regularly.
- Handled incoming calls, responded to enquiries regarding memberships, timings, and services.
- Supported daily operations by monitoring equipment condition and reporting maintenance needs.

STRENGTHS

- Creative with strong communication skills
- Achievement-oriented with a results-driven mindset
- Punctual and efficient, with high attention to detail

Hobbies and Interests

Playing Cricket, Listening Music & Bike Riding

Disclaimer

I consider myself familiar with all relevant aspects of the role and am confident in my ability to work effectively as part of a team. I hereby declare that the information provided above is true and accurate to the best of my knowledge and belief.

AREAS OF INTERESTS

Mumbai

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