

DHANRAJ SOMJANI AHMEDABAD (GUJARAT) INDIA 382340

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Professional Summary

Compiled and analyzed data to determine approaches to improve sales and performance.

To seek and maintain a full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

Sales Manager committed to motivate others and offer extensive knowledge penetrating new territories and promoting product lines.

Highly effective mentorship to drive to assess individual and group performance to implement improvements and set goals. Determined individual with background in establishing and nurturing lucrative partnerships.

Work History summary

Sales Manager KP TENDER CONSULTANT LLP

AHMEDABAD - April 2019 - Current

- Have an experience of 5 **years** in the service industry involving **Customer Care & Sales and Marketing**. Possess good understanding of customer needs and re addressing the concerns by providing workable solutions and effective support. Have Organizational skills to get effective and balanced performance on individual and organizational grounds. Resolved customer issues quickly and managed over accounts to increase sales and meet quotas.
- **Presently working as Manager Sales with "KP Tender Consultant LLP"**
Tenderadvisor.com is the initiative in the path of low cost, high quality, innovative, easy to use "Business to Business " Tendering website.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- Supervised sales team of People, stepping in to support employees and deliver smooth sales processes for clients.
- Increased monthly gross sales from and exceeded goals for sales, revenue and profit margins.
- Developed and updated spreadsheets and databases to track, analyze and report on performance and sales data.

Business Development Manager I-SOURCING TECHNOLOGY (TENDER247)

AHMEDBAD - June 2017 - January 2019

Responsible for :

- This role includes generating Leads by fixing an appointment, meeting with them to explain the complete process of Tender bidding and encouraging them to sign in to the packages designed for Business Growth.
- Receive the required documents to complete the registration process.
- Uncovered and qualified prospects and sales opportunities in targeted markets using external resources.
- Completed and submitted monthly and yearly reports to support executive decision making.

Executive Assistant AEGIS BPO SERVICES LIMITED

Ahmedabad - May 2008 - February 2010

- Actively listening to customers, handling concerns quickly and escalating major issues to supervisor.
- Increase customer satisfaction by resolving issues.
- Screen calls and emails and initiate actions to respond or direct messages for managers.
- Produce accurate office files, updated spreadsheets and crafted presentations to support executives and boost team productivity.

WHITE CALLS SERVICES PVT LTD.(VODAFONE)|C.S.A (customer service associate)

Ahmedabad - January 2007 - August 2008

- Use coordination and planning skills to achieve results according to schedule.
- Actively listen to customers, handle concerns quickly and escalate major issues to supervisor.
- Increase customer satisfaction by resolving issues.
- Demonstrate respect, friendliness and willingness to help wherever needed.

Worked flexible hours; night, weekend, and holiday shifts.

Skills

1. Handling Sales processes
2. Business Development and Planning
3. Monitoring Goals and Performance
4. Giving Sales presentations
5. Database Management
6. Strategic planning to Achieve Goals
7. Time management
8. Vendor management
9. B to B sales
10. Preparing Sales Report

EDUCATION

**(1) Bachelor Of Arts :- Graduation In Arts , 04/2011
Gujarat University – Ahmedabad (Gujarat)**

**(2) H.S.C :- Fine Arts , 03/2003
Gujarat S.S.E.B Gandhinagar- Ahmedabad (Gujarat)**

**(3) Diploma In Chemical Engineering , 11/2002
Technical Examination Board Gujarat State (Gujarat)**

**(4) S.S.C All Subjects, 03/1997
Gujarat S.E.B Gandhinagar – Ahmedabad (Gujarat)**

Date:

Place:

Signature: