

Aniket Shesherao Narsikar

Pune

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Summary

With objective to be an expert in practical field through commitment, perseverance and continuous improvement. Motivated and Results focused seeking for position with successful team oriented organization and room for advancement. Responsible Sales Executive, passionate about delivering outstanding quality and service. Skilled at understanding customer and employee requests and meeting needs

PROFESSIONAL SUMMARY

04/2024 - Present

Catalyst IT | Pune

Inside Sales

- B2B lead generations and data extraction with market research.
- Converting those leads to sell hiring plans

04/2023 – 04/2024

AUS IT Solutions | Pune

Inside Sales

- B2B lead generations and data extraction with market research.
- Converting those leads into qualified prospect to sell Google products like GWS and Chrome OS

04/2022 - 03/2023

SaleszCraft (Technology Counter) | Pune

Partnership Executive – Inside Sales

- Qualifying the leads legitimacy and obtaining requirements by matching their needs with vendors
- Onboarding new vendors on company portal and assisting them in purchasing quality leads using quality lead packs

09/2019 – 04/2022

Autoji Motors | Pune

Sales Consultant

- Built and maintained courteous and effective working relationships. Explored and created new ways to resolve problems with processes, technology or team members to improve overall efficiency.
- Actively listened to customers to fully understand requests and address concerns.

SKILLS

- Sales management
- Sales monitoring
- Closing sales
- Customer Relationship
- Disciplined
- Punctual

HOBBIES

- Book Reading - Lifelong learner who is always strive acquire knowledge to conquer self
- Dancing - Makes me open to think clearly in stressful or tough day

EDUCATION DETAILS

- I have completed my Mechanical Engineering from Matoshri Pratishthan's College of Engineering , SRTMUN with 6 CGPA in 2020.
 - I have completed my Diploma in Mechanical Engineering from Gramin Polytechnic Vishnupuri Nanded , MSBTE Board with 79% in 2012-2015
 - I have completed my SSC from Shree Shankar High School, Narsi, Latur board with 76% in 2008
- Objective

(Aniket Shesherao Narsikar)