

Aditya Singh Pawar

Address- B-15 Flat Number-9 Shubham Apartment. Noida Sector 73 Pin-301307
adityapawarhm@gmail.com Tel: +91-9893868015

CAREER PROFILE

Dynamic and results-oriented sales professional with an expertise in international sales, management and customer-centric strategies. Eager to contribute my strengths to a dynamic sales team, driving business success through proactive leadership and strategic decision-making.

TECHNICAL SKILLS

- Microsoft Office: Word, Excel, PowerPoint
- CRM Systems: HubSpot, ZOHO CRM
- Other Systems: Opera, Micros, Epiteomey

EDUCATIONAL QUALIFICATION

- (2013- 2014) MBA in Marketing from Dublin Business School, Dublin, Ireland. **(Degree)**
- (2006-2009) Bachelors of Science degree in Hotels and Hospitality Administration from Institute of Hotel Management, Goa, India. **(Degree)**

WORK EXPERIENCE

August 08th 2022- Feb 28th, 2023

Manager Sales & Talent Acquisition at One Point Solutions

- Empowered the team with product knowledge and sales acumen by providing periodic training.
- Delivered team sales target as per company projection to achieve monthly candidate quota in USA market.
- Resolved customer grievances in terms of product training, H1b visa process and offer queries.

August 23rd, 2021- June 30th, 2022

Sales Advisor at Careerist Inc, Florida

- Delivered personal sales target as per company projection in US market for product success.
- Counseled students in USA market to identify best career direction in quality assurance (manual and automation) to achieve high paying jobs in IT companies.
- Successfully handled and resolved customer grievances, employing critical thinking to achieve repeat business and client retention.
- Achieved highest sales of \$60000 exceeding company expectations.

August 17th, 2020- May 31st, 2021

Deputy Manager Sales at 98thpercentile, Texas

- Delivered team sales target as per company projection in US market for product success.
- Enhanced team product knowledge and provided sales training to achieve sales targets.
- Compiled reports detailing sales performance and customer interactions.
- Successfully handled and resolved customer grievances, employing critical thinking to achieve repeat business and client retention.

April 01st 2017- June 30th, 2020

Assistant Manager at Red Letter Holidays, Delhi

- Spearheaded personal and team sales target delivery as per company projection.
- Empowered the team with international product knowledge and negotiated with distributors for cost optimization.
- Managed end-to-end post-sales operations, including financial aspects.
- Resolved onsite and offsite customer grievances using during travel for repeat business.
- Sole responsibility for various aspects of sales processes, from forecasting to negotiations.

November 2nd, 2015 – January 31st, 2017

Assistant Manager Marketing at Preferred Marble and Granite, Indore

- Conducted targeted lead generation on Google and managed email campaigns using Constant Contact.
- Initiated contact with USA based fabricators through cold calls, email campaigns and scheduled sales visits.
- Executed basic PPC Facebook marketing campaigns, optimizing ad targeting.

March 25th, 2015- May 25th, 2015

Account executive (intern)-venue partnerships at Meetingsbooker.com

- Leveraged Google and data sources for European market insights and lead generation.
- Generated new sales leads through targeted data mining.
- Conducted webinars showcasing platform capabilities, utilizing data insights.
- Employed data-driven strategies to identify decision-makers, facilitating successful sales closure.