

# Sachin Rai



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Results-driven sales and business development professional with experience in client acquisition, lead generation, customer relationship management, and revenue growth. Strong expertise in B2C sales, upselling financial products, territory management, and client retention strategies. Skilled in negotiation, communication, and sales pipeline management. Seeking opportunities in sales, business development, and account management.

## Experience

### Univest Communication Technologies Pvt. Ltd. Senior Executive – Financial Services & Sales

October 2025 -  
march 2026

- Generated and converted qualified leads into customers through effective sales strategies
- Promoted financial products (mutual funds, SIPs) to achieve revenue targets
- Built and maintained strong client relationships and customer engagement
- Handled client queries, objections, and post-sales service support
- Managed sales funnel, follow-ups, and conversion tracking
- Collaborated with internal teams to improve customer experience and retention

### Asian Paints Business Development Executive (Territory Operations)

JULY 2025 -  
SEPTEMBER 2025

- Managed territory sales operations and distributor relationships
- Monitored sales performance, revenue trends, and growth opportunities
- Coordinated with teams for order fulfillment and inventory management
- Assisted in pricing strategy, negotiations, and market expansion
- Prepared sales reports and performance dashboards

## Education

### Bachelor of Arts – University of Delhi

2019

### PGDM (Finance & Marketing) – FOSTIIMA Business School

2025

## Skills

- Sales & Business Development
- Lead Generation & Conversion
- Client Acquisition & Retention
- Customer Relationship Management (CRM)
- Negotiation & Closing Skills
- Cross-selling & Upselling
- Territory Sales Management
- Revenue Growth & Target Achievement
- Communication & Presentation Skills

## CERTIFICATIONS and ACHIEVEMENTS

- Team Leader – Mutual Fund Project (Univest)
- President – Student Union
- Placement Cell Member – FOSTIIMA
- NSS Volunteer
- NISM VA – Mutual Fund Distributor
- Financial Accounting - KPMG
- Certified Financial Expert-Finex
- SEBI Financial Literacy certification