



# HIMANSHU SONKUSARE

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## SUMMARY

Trustworthy Manager with 5 plus years of practical experience and dedicated work ethic. Self-motivated to consistently provide first-class results in line with stringent targets and deadlines.

## SKILLS

- New business generation
- Relationship building and management
- Financial planning processes
- Client Relationships
- Business Development
- Strategic selling
- Written and verbal communication

## EXPERIENCE

### MANAGER CHANNEL SALES, 05/2024 - Current

*VTP Realty*, Pune, India

- Aggressively onboarding new Channel Partners and driving the business by maintaining large number of walk-ins.
- Attending clients deliberately converting them for sales closure.
- Building relationship with Outstation channel partners & aligning them to work for company.
- Coordination with CRM team & follow up of clients for further payments.
- Handling the Pre-sales & Tele calling team and driving business through them.
- MIS Invoicing and payout of Channel Partners.
- Taking part in strategy and marketing campaigns for increasing sales & brand value.

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### DEPUTY MANAGER, 01/2023 - 05/2024

*House Of Abhinandan Lodha*, Pune

- Managed own workload efficiently, reviewing priorities frequently and meeting strict, time-sensitive deadlines.
- Aggressively onboarding new Channel Partners and driving the business by maintaining large number of walk-ins.
- Building relationship with HNI clients and closing the deals.
- MIS Invoicing and payout of Channel Partners.
- Organising the events PAN India for business boosting by catering untapped locations.
- Referral and Loyalty business addition by maintaining positive relation with walk-in clients.
- Handling the Pre-sales & Tele calling team and driving business through them.
- Taking part in strategy and marketing campaigns for increasing sales & brand value.

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### RELATIONSHIP MANAGER, 01/2022 - 01/2023

*HDFC Bank*, Pune

- Generated new business and referral clients in partnership with financial advisors and branch team.
- Monitored issues carefully and reached out to customers to provide immediate resolution and maintain satisfaction.
- Prepared and presented detailed reports on client account status and growth opportunities to senior management.
- Evaluated customer feedback to identify areas of improvement in products or services offered.
- Resolved client issues and complaints promptly, maintaining trust and loyalty.
- Identified customer needs, developed customized solutions, and provided knowledgeable advice.

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**SALES OFFICER, 06/2018 - 02/2021**

***Desai Foods Pvt Ltd, Pune***

- Provides support and assistance to sales team members, as needed, and encourages the sales promotion.
- Maintaining MIS & monthly reports.
- Looking after the Freight Charges & PODS on monthly basis.
- Tracking, Calculation and Reconciliation of bills/payments of transporters.
- Also responsible for products growth by various activities such as: Branding, Sampling, Packaging & Placing.
- Supported sales team members to drive growth and development.
- Monitored market trends, competitor activities, and product developments to adjust sales strategies accordingly.
- Gained market share in new sales performance through aggressive team training.
- Established ambitious goals for employees to promote achievement and surpass business targets.

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**EDUCATION AND  
TRAINING**

***Indus Business School, Pune, 05/2018***  
**PGDM**

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***Vikram University, Ujjain, 07/2015***

**BBA**

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***Oxford Junior College, 05/2012***

**HSC**

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**ACTIVITIES AND  
HONORS**

A reliable and result driven individual, willing to pursue my career in the field of Sales & Marketing where I can enhance my knowledge and contribute through my skills and add value to your organization.

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**LANGUAGES**

- English, Advanced
- Hindi, Advanced
- Marathi, Advanced