



SHAHUL SATHE

Asst. Sales Manager

CONTACT

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India, Pune, Ravet

HOBBIES

- Listening songs
- Bike riding

LANGUAGES

- HINDI
- MARATHI
- ENGLISH

PERSONAL INFO

- Date of birth: 11 June 1987
- Nationality: Indian

PROFESSIONAL SUMMARY

As an accomplished Sales with over 9 years of experience, I possess a proven track record of driving sales growth and exceeding targets in the retail industry. My biggest achievement has been consistently leading my team to achieve over 20% increase in sales year on year. My best qualities include strong leadership skills, exceptional communication abilities, and a strategic mindset which has enabled me to successfully develop and implement effective sales strategies. I am highly skilled in building and maintaining relationships with clients, negotiating contracts, and analyzing market trends. With my dedication, drive, and results-oriented approach, I am confident in my ability to make a valuable contribution to any sales team.

EXPERIENCE

Asst Manager Sales (Duration 2 yrs)

RAMA GROUP / India, Pune

2023 - Now

As an Assistant Sales Manager at RAMA GROUP, I had the opportunity to work closely with a team of sales professionals to drive business growth and achieve targets. With my strong leadership skills and in-depth knowledge of the industry, I was able to contribute significantly to the success of the company.

- I) To manage Sales.
- II) To do Token management
- III) To do documentation and co-ordination with other departments.
- IV) To work with Channel Partners and Brokers.
- V) To make effective Sales plans and strategies.
- VII) To do Monthly & weekly meetings with HOD & Directors.
- VIII) To do meetings with Prospect clients & close the deal
- IX) To work as per the Sales target and recovery target.
- X) To attend meetings with Investors.
- XI) Working on ERP Info suit, MDOC Software & Sell. Do.

Sr. Sales Executive (Duration 4 yrs)

YASHADA REALTY GROUP / INDIA, Pune

2019 to 2023

As a Sr. Sales Executive at YASHADA REALTY GROUP in India from 2019 to 2023, I was responsible for driving sales and generating revenue for the

company's real estate projects. Through my strong communication skills and market knowledge, I successfully closed deals with clients and built lasting relationships with them.

- I) To manage Sales team for major 2 projects.
- II) To do documentation and co-ordination with other departments.
- III) To work with Channel Partners and Brokers.
- IV) To make effective Sales plans and strategies with HOD.
- V) To do meetings with Directors.
- VI) To do meetings with Prospect clients and close the deal
- VII) To attend meetings with Investors.
- VIII) To work as per the Sales target and recovery target.

Working on ERP, MDOC, & FARVISION Software.

Sales Executive (Duration 2 yrs)

KUMAR PROPERTIES / India, Pune

2018 & 2019

As a Sales Executive at KUMAR PROPERTIES in India,

I developed and maintained strong relationships with clients to drive sales and meet company goals, My role involved conducting market research, creating sales strategies, and negotiating deals to ensure customer satisfaction. With my excellent communication skills and knowledge of the real estate industry, I was able to consistently exceed sales targets and contribute to the company's growth.

- I) Conducted market research for target audience
- II) Developed effective sales strategies
- III) Negotiated deals with clients
- IV) Exceeded sales targets consistently

Working on ERP & MCUBE Software.

Pre-sales Executive (Duration 2 yrs)

XRBI DEVLOPERS / INDIA, Pune

2016 & 2017

As a Pre-sales Executive at XRBI DEVELOPERS, INDIA from 2016 to 2017, I was responsible for developing and maintaining client relationships,

conducting market research, and creating proposals for potential projects. I worked closely with the sales and marketing teams to identify new business opportunities and provide support in the pre-sales process to ensure successful project closures.

I) Responsible for overall team performance,

II) Resolve the query of client via call SMS & mails

III) Coordinate with prospects for a suitable appointment time.

IV) Coordinate with sales manager too for proper coronation with prospects for a suitable appointment time

V) Arrange visits demo of sample flat, presentation and proposal to potential clients follow up regularly with existing clients to ensure they are happy.

VII) Listen to the needs of the market and share insights with product and marketing teams.

- Working On SAP & Sugar CRM software

Assignment manager (Admin) (Duration 3 yrs)

Halliburton India PVT LTD / INDIA, Pune

2013 to 2015

As an Assignment Manager at Halliburton India PVT LTD, I was responsible for managing administrative tasks and coordinating assignments for the company's employees., with a strong attention to detail and excellent organizational skills, I ensured that all assignments were completed efficiently and on time. Additionally, I worked closely with team members to address any issues or concerns that arose during the assignment process.

- Coordinated employee assignments
- Managed administrative tasks
- Communicated with team members
- Ensured timely completion of assignments
- Addressed any issues or concerns

Fire & safety Executive (Duration 2 yrs)

YARDI SOFTWARE / INDIA, Pune

2011 & 2012

As a Fire & Safety Executive at YARDI SOFTWARE in India from 2011 to 2012, I was responsible for ensuring the safety and security of the company's employees and property. This role required me to conduct regular fire safety inspections, develop emergency evacuation plans, and provide training on fire prevention and response.

- Conducted fire safety inspections & Drills
- Developed emergency evacuation plans
- Provided training on fire prevention
- Ensured employee and property safety

EDUCATION

SSC

University of Pune, INDIA, PUNE

2003 - 2004

HSC

University of Lucknow, India, Lucknow

2005 - 2006

BCOM

Gauhati University, India

2010 - 2013

COMPUTER HARDWARE

COMPUTER HARDWARE, India, Ahmednagar ITI

2003 - 2003

DIPLOMA IN FIRE & SAFETY, INDIA, Pune

2010 - 2011

SKILLS

Relationship Management



Communication Skills



Leadership



Strategic Planning



Negotiation



Team Management



Product Knowledge



Analytical Thinking



Problem-Solving



Market Knowledge

