



# Prathamesh Pandurang Dawbhat

Accomplished and energetic working professional with 3+ years of experience in the Sales Field.

## GET IN CONTACT

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## PERSONAL DETAILS

- Current Location Pune
- Date of Birth Dec 21, 1997
- Gender Male
- Marital Status Single/Unmarried

## SKILLS

- CRM (LeadSquared)
- Business Planning
- Negotiation
- Problem Solving
- Customer Relationship
- Customer Service
- Communication Skills

## LANGUAGES KNOWN

- English
- Hindi
- Marathi

## PROFILE SUMMARY

- Proficient in client management and Business development planning.
- Good knowledge of online education technology Industry.
- Franchise recruitment and development across PAN India.
- Identify new sales opportunities and handle both inbound & outbound calls.
- Worked in a fast-paced goal-oriented environment.
- Good in communication, collaboration, Operations, customer relationship management and lead generation.

## EDUCATION HISTORY

### Graduation

Course	B.Tech/B.E.( Mechanical )
College	Sinhgad Academy of Engineering, Pune
Year of Passing	2020
Grade	6.6/10

## WORK EXPERIENCE

Feb 2023 to May 2023

### Deputy Manager at Frankfinn Institute Of Air Hostesses Training

Responsibilities:

The Business Development Executives and Promoters were reporting to me.

I was responsible for achieving weekly/monthly target given from time to time.

- To make sales presentation, handle customer objections & counsel them for admissions in the course offered by Frankfinn.
- To deliver impactful sales presentation strictly as per the defined presentation script.
- Admission process & documentations, Batch information.
- Giving Career Seminar at education institutes, schools, colleges etc.
- To make productive BA tie ups.
- Facilitate data management, team management and Preparing MIS of the activities conducted by me.
- To consistently achieve minimum conversion ratio as defined by the management for different courses & sources of admission.

Sep 2021 to Jan 2023

**Inside Sales Specialist at EPOWERX LEARNING TECHNOLOGY Pvt Ltd (SKILL-LYNC)**

Business Development:

- Identify new leads and initiate meetings for product sale with potential clients.
- Regular meeting with clients from all sector.
- Conducting regular meetings and training.
- Access and analyse market trends and dynamics and competitor behaviour.
- Responsible for complete sales cycle of the region.
- To regularly monitor sales figures and follow up accordingly.
- To provide feedback about the product demand, market trend, product quality issues to the Product Management Team.

Sales Performance:

- Lead generation and market research for potential clients.
- Scheduling and coordinating initial meetings for product demo.
- Providing after sales services, training and problem resolution for clients.
- Responsible for achievement of sales.
- To submit daily sales report to the Leadership committee and plan the future approach.
- Handle the operations of enrolled franchise for initial three months of business still process streamline.

Solution to Customer Query:

- To ensure that all franchise operations and complaints are handled.
- Review all franchise queries and complaints from sales or directly from the customer, analyse the problem and provide proper solutions.
- Escalate new and unique issues to relevant people in the organization for knowledge and resolution.

Aug 2019 to Aug 2021

**Business Development Executive at Horizon Sportiva**

- To connect with corporate employees and convince them to participate in Horizon Sportiva's Sports events (Individual as well as Team Sports).