


Pruthvi Bhatt

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Summary

Motivated Sales Specialist accomplished in developing effective sales plans ensuring continued business growth. Proactively calling existing clients and upselling new products and Successfully building new relationships by implementing New techniques.

Experience



Program Manager - Analytics

Imarticus Learning

Jul 2022 - Present (10 months)

Trained and developed new team members to improve product knowledge and selling abilities. Met KPIs consistently by motivating exceptional team performance and enabling consistent sales with hands-on leadership.

Developed and deployed effective strategies for growing territory sales.

Resolved customer complaints regarding sales and service.

Coached, developed and motivated team to achieve revenue goals.

Enhanced sales volume through skilled support to both new and inactive customers.

Supported sales team members to drive growth and development.

Built sales forecasts and schedules to reflect desired productivity targets.



Senior Sales specialist

Crio.Do

Dec 2021 - Jun 2022 (7 months)

Identified and built new relationships with leads through industry networking events, trade shows, and LinkedIn.

Dealt with complex customer complaints professionally and politely, resolving issues with favorable solutions.

Handled and quickly resolved customer issues regarding matters such as product sales and customer service problems.

Documented call notes onto CRM during calls to use for marketing, sales, and company improvement purposes.

Used the company's CRM to obtain a better understanding of leads before pitching targeted sales through phone calls.

Kept detailed track of sales and customer information in company system.



Senior Career Counselor

Imarticus Learning

Dec 2019 - Dec 2021 (2 years 1 month)

My responsibilities span across building the pipeline, product, object handling, negotiations, customer needs, and competitive risks

Cold Calling

Rapport building

Objection handling

Closing Deals

Utilized standardized tests to gauge student academic level and personal aptitude.

Completed initial assessments and provided counseling sessions to cover all aspects of client history, situation, and skills.

Maintained comprehensive database and file systems of supporting documents, test scores, and history information.

Taught workshops on building CVs, completing applications, and searching for jobs.

Helped students evaluate course choices and select relevant classes.

Consulted with clients to build effective search strategies for desired jobs.

Met with job seekers at career fairs and in classrooms, providing details on search strategies, current market conditions, and application processes.

Maintained knowledge of the market and diverse career opportunities.

Provided individualized counseling approaches based on socio-economic status and cultural background.



Relationship Manager

Simplilearn

Jan 2019 - Aug 2019 (8 months)

As a Relationship Manager my responsibilities spans across building opportunity, product knowledge, object handling, negotiations, customer needs, and competitive risks

Inside Sales: I help clients find the subject and medium that best fits their unique identity, and then I produce high-quality content that meets their objectives

My specialties include digital media, consumer behavior, brand awareness, and Omni channel marketing campaigns

My key focus area includes:

Understand customer needs and requirements

Route qualified opportunities to the appropriate sales executives for further development and closure

Close sales and achieve monthly quotas

Research accounts, identify key players and generate interest

Maintain and expand your database of prospects within your assigned territory Team with channel partners to build pipeline and close deals

Perform effective online demos to prospects.



Business Development Executive

Jain University

Apr 2017 - Dec 2018 (1 year 9 months)

I worked as BDE for Jain University Bangalore

My primary responsibility is in the Risk Management portfolio, responsible for identifying new leads, pitching service and follow up, conduct and execute Industry events for fresh intake

I have also worked as Marketing executive to establish new channels for client to provide updates about various products of the company

I was involved in placement drives across various locations

Planned, executed and followed up on multiple leads through these drives

As part of extending work I was involved in Outreach Activity to visit outstations, present about company portfolio, generate leads and work for closure

This activity involves major planning activity and was able to conduct over 100 of these presentations over a period of one year

I have been Worked as Senior coordinator in Job fair conducted from our organization every year and Maintaining database (Sales force, CRM, Excel, etc.) of prospective client information

Attended conferences and trade association meetings to represent company and promote products.

Created effective marketing, sales and other promotional initiatives.

Prepared reports and presentations detailing business development activities. Negotiated with new clients and closed on long-term agreements.

Quality Engineer

Sterling and Wilson

Sep 2015 - Feb 2017 (1 year 6 months)

As a Quality Engineer, my responsibilities include planning, execution testing, control & inspection of electrical equipment, reconciliation & logistics

In this portfolio, I have successfully executed projects for Texas instruments in the area of UPS circuiting and DG setup

I have also executed a project for Intel India to set up DG, Transformer, power, and lighting circuit

In a recent project, I have worked as a quality engineer for FLIPKART

Education



VIDYA VIKAS INSTITUTE OF ENGINEERING AND TECHNOLOGY

Bachelor of Engineering, Electrical and Electronics Engineering

2010 - 2015



Amara Jyothi High School

High School Diploma

Skills

Inside Sales • Cold Calling • Closing Contracts • Strategic Planning • Business Strategy • Objection Handling (Sales) • Technical Sales • Team Leadership