


Shikher

Rastogi

Sales Manager

 Pune, Maharashtra, India

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PROFILE • ABOUT ME

- Dedicated, sales-driven professional with proven skills in the fields of direct sales. Equipped with 5+ years of experience in the areas of sales, marketing and business development. Eager to advance my career and obtain a team leader position within a reputable, growth-oriented company.

EDUCATION

Marketing, Post Graduate Diploma in Management (PGDM), Completed, September 2017

MIT SCHOOL OF TELECOM MANAGEMENT
– Marks 6.88 [CGPA]
Pune, Maharashtra

Electrical & Electronics, Bachelor of Engineering / Bachelor of Technology, Completed, November 2014

GOGTE INSTITUTE OF TECHNOLOGY
Marks 56%
Belgaum, Maharashtra

Science, HSC, Completed, May 2010

SINHGAD PUBLIC SCHOOL
Marks 60%
Lonavala, Maharashtra

S.S.C., Completed, June 2008

CARMEL CONVENT SCHOOL
Marks 82%
Khopoli, Maharashtra

WORK EXPERIENCE

November 2021 - March 2023 Pune, Maharashtra

Client Advisor

Nobroker.com

- We deal into new residential properties in the particular cluster
- We receive leads from presales and according to their requirements we showcase the projects
- After customer shortlist the project we sit for negotiation and get them the best deal
- Awarded the certificate of appreciation for "HIGHEST REFERRAL BUSINESS" towards Nobroker in the month of July

November 2020 - October 2021 Pune, Maharashtra

Team Leader

Gladowl

- Managing the day-to-day activities of the team.
- Developing and implementing a timeline to achieve targets.
- Empowering team members with skills to improve their confidence, product knowledge, and communication skills.
- Conducting quarterly performance reviews.

September 2019 - October 2020 Pune, Maharashtra

Senior Executive

Solitaire

- It's a real estate developer which is based out in Pune.

- We were handling both commercial as well as residential projects all across territory.
- Ensuring that individual sales closure targets are achieved within stipulated timeframes.

August 2018 - August 2019

Pune, Maharashtra

Senior Executive

Sulekha.com

- Get meetings from our telemarketing team
- Have to visit the client and sell them the packages
- Close the deals and provide after sales service

January 2018 - August 2018

Pune, Maharashtra

Business Development Associate

Byjus- The Learning App

- Lead generation through cold calling
- Meeting & Counseling prospective students
- Achieving enrolment targets (Weekly and Monthly)

January 2017 - January 2018

Mumbai, Maharashtra

Business Development Executive

Jaro Education

- Lead generation through cold calling
- Meeting & Counseling prospective students (mostly working executives)
- Achieving enrolment targets (End to End sales)



TRAINING & CERTIFICATIONS

- SAP(SD)
, 2022



SKILLS

- Well-versed with end to end sales process
- Team Handling
- Business Development
- Active Listening
- Adaptable
- Ability to work under pressure



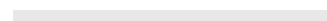
COMPUTER PROFICIENCY

Salesforce(CRM)



LANGUAGES

English



Hindi



Marathi

