ADITYA KASHYAP

**Area Sales Manager**

**Address** House No.G1/252, Madangir, Pushpa Bhawan , New Delhi, India 110062 **Phone** 9891119779

**E-mail** [raditya676@gmail.com](mailto:raditya676@gmail.com)

To secure challenging position where I can contribute my skills effectively to the organization's growth and take my skills to a new level. Business-driven Relationship Manager always finding successful ways to acquire new clients and foster lucrative relationships. A determined leader with over 6-7 years of assisting clients with financial planning processes and assessing financial data. Offering dynamic collaboration and decision making skills.

# Skills

**Work History**

New business generation Relationship building and management Customer portfolio management

**2024-05 - Till Now**

**Area Sales Manager**

**Wheelseye Logistics Private limited.**

* Reporting to Zonal Sales Manager .
* Sales: B2B sales, field sales, and onboarding manufacturers and wholesalers.
* Business development: Identifying and pursuing new business opportunities, and business acquisition.
* Customer relations: Building relationships with business stakeholders and new clients.
* Lead generation: Generating leads.
* Payment collection: Collecting payments.
* Sales strategy: Developing sales strategies.
* Revenue growth: Driving revenue growth and achieving sales targets
* Sets clears team goals.

**2019-12 – 2024-04 (Enterprises sales Officer).**

*Reliance Jio Infocom Limited.*

* Reporting To Sales Manager.
* Organization, Team leaders manage multiple tasks that may require comprehensive organization
* Prospect and identify potential SMB customers in the designated territory.
* Help the company gather competitor information for building sales strategy.
* Generate and follow up on leads, make cold calls, and conduct sales presentations.
* Build and maintain strong relationships with clients, understanding their business needs and offering appropriate ILL solutions.
* Collaborate with cross-functional teams to ensure smooth implementation and service delivery to customers.
* Achieve and exceed sales targets on a consistent basis & Prepare sales reports and forecasts for Team management review.

**2017-7 To 2019-10 - Senior Sales Officer (B2C)**

*Atria Convergnance Ltd.*

* Reporting To Area Sales Manager.
* Selling products and services: Selling products and services to customers in a specific area.
  + Generating leads: Generating leads through cold calls and door-to- door activity.
  + Meeting customer inquiries: Responding to customer inquiries in a timely manner.
  + Preparing sales plans: Assisting in the preparation of sales plans for the area.
  + Conducting activities: Participating in activities to counter competition, such as leafleting, kiosk activity, and Boucher distribution
  + Maximizing capacity utilization: Generating sales from underutilized elements in the assigned area & Building relationships: Maintaining and developing relationships with existing customers , Negotiating agreements: Negotiating the terms of an agreement and closing sales , Gathering information: Gathering market and customer information.

**2015-09 - 2017-08 Sales Executive**

**Siti Network Broadband. Ltd**

**{Field Sales}**

* + Identify and target potential customers for broadband services.
  + Conduct sales presentations and product demonstrations.
  + Build and maintain relationships with clients to foster customer loyalty.
  + Achieve and exceed sales targets on a monthly and quarterly basis.
  + Provide excellent customer service and follow up with clients to ensure satisfaction.
  + Prepare sales reports and maintain accurate records of sales activities.
  + Collaborate with the marketing team to develop effective sales strategies.

**2014-04 - 2016-09 Sales Executive (Marketing)**

*D.TAB Security System Pvt.Ltd*

* Sales

Generating orders, identifying and developing new customers, and closing sales.

* Marketing

Planning and executing marketing activities, developing marketing strategies, and generating leads.

* Customer relations

Maintaining customer satisfaction, resolving customer complaints, and providing after-sales service.

* Channel management

Identifying and appointing new channel and dealers, and ensuring channel communications are delivered on time.

* Reporting

Reporting on sales and marketing activities, results, and forecasts to management.

* Providing technical guidance and support to customers.
* Negotiating contracts, terms, and conditions with customers.
* Developing relationships with business partners, principals, and distributors & Ensuring adherence to agreed commercial requirements.

# Education

## Basic Knowledge in Computer Application. Knowledge of Internet Surfing.

**10 th 2011 ,12th2013 Passed.**

*- New Delhi*

## Graduation Complete 2017.

*B.A Passed Sol Delhi university.*

# Languages

English, Hindi