

Avinash Parmar

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Objective

Dedicated and proficient sales manager with four years of industrial experience in overseeing sales figures seeks an opportunity to escalate revenue gains and generate customer retention strategies by working collaboratively with sales teams.

Experience

- **GREEN ENERZON PVT LTD** Dec-2020 - Present
Sales Manager

Core Responsibilities

1. Team Management

- Lead, coach, and motivate a team of sales representatives.
- Set performance targets and conduct regular reviews.
- Recruit and onboard new staff.

2. Sales Strategy & Planning

- Develop and implement sales strategies aligned with company goals.
- Analyze market trends and competitor activities to adjust plans.
- Forecast sales performance and prepare reports for senior leadership.

3. Client Relationships Management

- Build and maintain relationships with key clients
- Resolve clients issues and ensure customer satisfaction
- Negotiate high-value and close major contracts

4. Performance Tracking & Reporting

- Monitor KPIs (e.g., sales volume, conversion rates).
- Prepare dashboards and reports using CRM systems.
- Use data to drive decision and improve team performance.

5. Collaboration

- Work closely with marketing, product, and customer success teams.
- Give feedback to product team based on customer needs and market trends.

Product Information /Product List

- Cable trays (core product)
- Earthing strips (core product)
- Cables
- Lights
- Fans
- Motors
- Glands & lugs
- Panels

- **Green Brilliance Renewable Energy LLP**

Aug-2019 - Apr-2020

Production Engineer

Core Responsibilities

1. Process Optimization
2. Production Planning & control
3. Equipment maintenance & Troubleshooting
4. Quality assurance
5. Data analysis & Reporting
6. Cross- functional Collaboration

Education

- **Parul University** 2019
B.Tech Electrical Engineering
6.67
- **New Era Hight School** 2015
HESB
50%
- **Shree Sharda Memorial Hight school** 2013
GSEB
60%

Skills

- Sales skills- B2B/B2C selling, consultative selling, upselling/cross- selling.
- Leadership - Team management, training, appraisal.
- Analytical Tools - CRM software (T.FAT , Salesforce), Excel.
- communication- Negotiation, Presentation, relationship- building.

Achievements & Awards

- Rising start of the company(2022-2023) Recognised for exceptional initiative, rapid performance growth, and valuable contributions as a key team member.
- Outstanding Sales Performance (2023-2024) Awarded for consistently exceeding sales targets and driving record-breaking revenue growth for the team.

Interests

- Sports playing cricket - Enhances teamwork, strategic thinking and competitive spirit.
- Traveling - cultural awareness and interpersonal skills
- Reading Books - Develops focus, Knowledge and continuous learning mindset.

I hereby declare that all the details furnished above are true and I take the responsibility for the correctness of the above mentioned particulars.