

KAUSHAL DHAMMAR

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Bhavani Nagar Street No 1, 150ft Ring Road, Nr. Ambedkar Chowk, Rajkot.



Objective

Result-oriented sales professional with 11 years of experience in revenue growth and team development. Expertise in fostering customer relationships and identifying market opportunities to achieve self targets. Committed to cultivating a high-performance sales culture and driving strategic initiatives for organizational success.

Experience

April 2022 - Present

Rajkot Powertrans Pvt. Ltd.

Sales Manager - Saurashtra & Kutch

Planned and achieved monthly and annual sales targets effectively.

Led, trained, and motivated the sales team to deliver high performance.

Identified new business opportunities and acquired key customers, contributing to market growth.

Played a key role in expanding market presence through strong networking and client engagement.

Built and maintained strategic relationships with consultants and government-approved electrical contractors.

Strengthened the company's brand presence in the regional market.

Analysed market trends, competitor activities, and pricing strategies to stay competitive.

Built a high-performing team quickly through effective leadership and team-building skills.

Sep - 2014 - March - 2022

Ajanta Marketing

Back Office Marketing Head

Led back-office marketing operations, enhancing workflow efficiency.

Generated leads across India, contributing to business expansion.

Managed sales team members to reach their goals.

Trained customer care team to improve service quality.

Provided training to back-office team for better operational efficiency.

Conducted direct customer interactions and calls to maintain strong communication.

Resolved customer issues quickly, ensuring high customer satisfaction.

Built and maintained long-term relationships with customers.

Education

March - 2014

Saurashtra University, Rajkot, Gujarat

B.Com in Accounting and Finance

60%

Skills

Customer Relationship Management

Market analysis

Lead generation

ERP software knowledge

Miracle software knowledge

Problem solving

Team leadership

MS Excel

Technical skills

Interests

Cricket

Music

Traveling

Reading

Languages

Gujarati, Hindi, English