

DABHI JAY

Sales and Marketing Executive



About Me

Dynamic sales & marketing professional with proven experience in transformer sales and interior product marketing. Currently working as Sales Executive at RPPL (Rajkot Powertrans Pvt. Ltd.), driving sales growth and achieving targets. Skilled in CRM, negotiation, presentations, and client relationship management. Eager to bring top-tier communication & teamwork skills to your esteemed organization.

Work Experience

Sales Executive | RPPL - Rajkot Powertrans Pvt. Ltd. | Rajkot | May 2025 – Present

- Selling transformers and achieving monthly/quarterly sales targets
- Building and maintaining relationships with clients and distributors
- Conducting market research to identify new business opportunities
- Preparing and delivering persuasive sales presentations
- Negotiating and closing deals to ensure revenue growth
- Collaborating with technical teams to provide clients with tailored solutions

Sales and Marketing Executive | Gita Decor, Rajkot | Jun 2022 – Nov 2024

- Selling Interior products Indoor & Outdoor
- Help to selection and explain product
- schedule Meeting with Interior Designer & Architects
- Manage products inventory
- Manage delivery orders
- Built strong client & dealer relationships

Education

Bachelor of Vocation In Sales & Marketing | RKU, Rajkot (2025) – Conducted by Drona Foundation

Trained in: Sales & Marketing, Market Analysis, Consumer Behaviour, CRM

H.S.C (2022) & S.S.C (2020)

Parul University

Skills

- B2B & B2C Sales
- Lead Generation
- Cold Calling & Client Relations
- Negotiation & Deal Closure
- CRM & Sales Tracking Tools
- Market Research & Analysis
- Product Presentation to Designers, Architects & Industrial Clients
- Strategic Planning & Target Achievement
- Customer Relationship Management
- Communication & Team Leadership
- International Client Handling

Personal Details :

- Date of Birth: 10 May 2004
- Nationality: Indian
- Address: V-406 Vir Savarkar Nagar, Near Decora West Hills, Avadh Road, Kalawad Road, Rajkot - 360005

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