

DHANRAJ V SOMJANI

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Kubernagar , AHMEDABAD (GUJARAT) INDIA 382340**

D.O.B :- 05/04/1982

CONTACT NUMBER: - 8160114161 somjanidhanrajv@gmail.com

Company Name :- Tender And Gem Info solution Pvt Ltd

Sales Manager

AHMEDABAD – 1 st Octopber2022 – Currently Working

- **Have an experience of 5 years in the service industry involving Customer Care & Sales and Marketing. Possess good understanding of customer needs and re addressing the concerns by providing workable solutions and effective support. Have Organizational skills to get effective and balanced performance on individual and organizational grounds. Resolved customer issues quickly and managed over accounts to increase sales and meet quotas.**

Role: - Business & Sales Development Executive

Company Name: - Vshwan Build (Build Formula)

Ahmedabad- 5th January 2022-26th September 2022

This company is IT base company. Company Develop ERP & CRM software for construction industry. According to my role I Visit the new construction site and met with the consist person and give him the demonstration (Presentation) of software and closed the deal.

- ❖ Generate the lead by Direct Visit.
- ❖ Demonstration of software.
- ❖ Pricing Negotiation.
- ❖ Close the deal.

Sales Manager KP TENDER CONSULTANT LLP

AHMEDABAD – 24th April 2019 – 31st December2021

- ☐ **Have an experience of 5 years in the service industry involving Customer Care & Sales and Marketing. Possess good understanding of customer needs and re addressing the concerns by providing workable solutions and effective support. Have Organizational skills to get effective and balanced performance on individual and organizational grounds. Resolved customer issues quickly and managed over accounts to increase sales and meet quotas.**
- ☐ **Presently working as Manager Sales with "KP Tender Consultant LLP" Tenderadvisor.com is the initiative in the path of low cost, high quality, innovative, easy to use "Business to Business " Tendering website.**
Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- ☐ **Supervised sales team of People, stepping in to support employees and deliver smooth sales processes for clients.**

Business Development Manager I-SOURCING TECHNOLOGY (TENDER247)

AHMEDBAD - June 2017 - January 2019

This role includes generating Leads by fixing an appointment, meeting with them to explain the complete process of Tender bidding and encouraging them to sign in to the packages designed for Business Growth.

Receive the required documents to complete the registration process.

Uncovered and qualified prospects and sales opportunities in targeted markets using external resources.

Completed and submitted monthly and yearly reports to support executive decision making.

AEGIS BPO SERVICES LIMITED

Executive Assistant

Ahmedabad - May 2008 - February 2010

- ❖ Use coordination and planning skills to achieve results according to schedule
- ❖ Actively listen to customers, handle concerns quickly and escalate major issues to supervisor
- ❖ Increase customer satisfaction by resolving issues.
- ❖ Demonstrate respect, friendliness and willingness to help wherever needed.

WHITE CALLS SERVICES PVT LTD.(VODAFONE) C.S.A (customer service associate)

Ahmedabad - January 2007 - August 2008

- ❖ Use coordination and planning skills to achieve results according to schedule
- ❖ Actively listen to customers, handle concerns quickly and escalate major issues to supervisor
- ❖ Increase customer satisfaction by resolving issues.
- ❖ Demonstrate respect, friendliness and willingness to help wherever needed.

Skills

1. Handling Sales processes.
2. Business Development and Planning
3. Monitoring Goals and Performance
4. Giving Sales presentations
5. Database Management
6. Strategic planning to Achieve Goals
7. Time management
8. Vendor management
9. B to B sales
10. Preparing Sales Report

EDUCATION

- (1) Bachelor Of Arts :- Graduation In Arts , 04/2011 Gujarat University – Ahmedabad (Gujarat)
- (2) H.S.C :- Fine Arts , 03/2003 Gujarat S.S.E.B Gandhinagar- Ahmedabad (Gujarat)
- (3) Diploma In Chemical Engineering , 11/2002 Technical Examination Board Gujarat State (Gujarat)
- (4) S.S.C All Subjects, 03/1997 Gujarat S.E.B Gandhinagar – Ahmedabad (Gujarat)

Date:

Place:

Signature: