

Abhinav Kohli

Sales Manager

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams. Focused Sales Manager committed to motivating others and offering extensive knowledge penetrating new territories and promoting product lines. Highly effective mentor driven to assess individual and group performance to implement improvements and set goals. Determined individual with background in establishing and nurturing lucrative partnerships. Compiled and analyzed data to determine approaches to improve sales and performance.

Contact

Address

Dubai, DU, 5050

Phone

056-406-8113

E-mail

abhinavkohli0037@gmail.com

Skills

Order management  Excellent

Strategic account development  Excellent

National accounts management  Excellent

Work History

2021-09 -
Current

SALES MANAGER

SHOWTEX TRADING, Dubai

- Resolved customer issues quickly to close deals and boost client satisfaction
- Used vendor expertise to deliver educational content to sales team
- Maintained ethical and positive working environment to reduce turnover and promote high retention rates
- Closed lucrative sales deals using strong negotiation and persuasion skills
- Led account planning strategy sessions aimed at retaining and acquiring customers and increasing business opportunities

2016-06 -
2020-09

CUSTOMER SERVICE REPRESENTATIVE

EMIRATES AIRLINE

- Provided primary customer support to internal and external customers

Business development and planning	 Excellent
Sales processes	 Excellent
Time management	 Excellent
Analytical problem solver	 Excellent
New Business Development	 Excellent

- Responded to customer requests for products, services and company information
- Recommended, selected and helped locate and obtain out-of-stock product based on customer requests
- Implemented and developed customer service training processes

**2019-04 -
2019-06**

DWC TEAM LEADER

CISCO CERTIFICATION

- Handled calls per day to address customer inquiries and concerns
- Exceeded goals through effective task prioritization and great work ethic
- Worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately

**2015-02 -
2016-05**

IT SALES EXECUTIVE

Gulf Engineering System Solution (GESS) FZC, Sharjah, SH

- Analyzed past sales data and team performance to develop realistic sales goals
- Evaluated costs against expected market price points and set structures to achieve profit targets

Education

MBA

SIKKIM MANIPAL UNIVERSITY

**2009-07 -
2013-07**

B.TECH: CT

GROUP OF INSTITUTES