

VIPIN RAHATE

BUSINESS MANAGER

PROFILE

Result-driven sales manager, specializing in the fields of direct sales. Equipped with 6 years of experience and leading sales team in the areas of sales, business operations and development. Seeking to leverage my proven track record of maximizing sales revenue in a reputable and growth-oriented company.

WORK EXPERIENCE

CAPITALVIA GLOBAL RESEARCH LIMITED

BUSINESS MANAGER (NOV 2019- DEC 2020)

- Leading a team focused on presenting and prospecting to accomplish target surpassing established goals.
- Establish and maintain relationships with individual or business clients or provide assistance to objections of the clients .
- Develop financial plans based on analysis of clients' financial status, and discuss financial options with clients.
- Oversees the activities and KRA of the team members.

RESEARCHINN INVESTMENT ADVISOR

SENIOR MANAGER (SALES) (JULY 2018 - SEP 2019)

- Attended weekly meetings with VP of sales to discuss strategies.
- Use sales forecasting or strategic planning to ensure the sale of services, analyzing business developments and monitoring market trends.
- Recruited,interviewed and hired individual adding value,dedication and knowledge to sales team.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- Resolve clients complaints regarding sales and service.

BONAZ CAPITAL INVESTMENT ADVISOR

RELATIONSHIP MANAGER (SEP 2017-JUNE 2018)

- Educated staff on strategies for handling difficult customers and challenging situations.
- Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.
- Review market trends to advise clients regarding expected fluctuations.
- Determine customers' financial services needs and prepare proposals to sell services that address their needs.

PINNACLE MARKET INVESTMENT ADVISOR PVT LTD

BUSINESS DEVELOPMENT EXECUTIVE (JAN 2014 - OCT 2016)

- Evaluated current service needs and products satisfaction levels with established customers.
- Maintained routine communication with clients to assess overall satisfaction, resolve complaints and promote new offerings.
- Built strong rapport with clients by understanding needs and clearly explaining products.
- Adapted sales techniques to specify clients and promoted products based on individualized client needs.
- Contact prospective clients to present information and explain available services.

EDUCATION

Barkatullah University

Bachelors of Commerce (Computers) (2013)

SKILLS

- Sales Team Supervision
- New Account Development
- Presentations & Proposals
- Relationship Building
- Complex Negotiations
- Trouble Shooting & Problem Resolution

AWARDS & CERTIFICATIONS

- Awarded the Manager of the Month in Sales for exceeding 100% sales goal in the second month of joining in CapitalVia Global Research Limited.
- Awarded "Team of the month " (5 times) within a span of 1 Year for showing good leadership skills, sales expectations and delivering the team KPI in ResearchInn Investment Advisor.
- Promoted to Senior Business Development Executive within a span of 5 months in Pinnacle Market Investment Advisor.
- Awarded as Best Business Analyst for delivering the sales target provided in Pinnacle Market Investment Advisor .
- Completed internship on " Web Application Development Using ASP.NET" for a duration of 60 days.

CONTACT

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