



Aditi Krushna Mhatre

Sales & Marketing Executive

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Dynamic Sales Executive with 1 year of experience providing high level of customer service while increasing revenues. Successful at leveraging sales technologies, software and CRM data to identify, analyze and act upon leads, opportunities and sales funnels. Personable communicator focused on exceeding client expectations.



Work History

2021-10 - 2022-09

Sales Executive

Drupe Engineering Pvt Ltd, Talaja MIDC, Navi Mumbai., Maharashtra

- Increased revenue by implementing effective marketing strategies in sales cycle process from prospecting leads through close.
- Developed sales strategy based on research of consumer buying trends and market conditions.
- Held meetings with director to identify techniques to overcome sales obstacles.
- Managed entire marketing cycle across customer accounts, proposing and closing sales to achieve total revenue growth, profit and customer satisfaction plans.
- Directed sales support staff in administrative tasks to help sales reps close deals.
- Analyzed past sales data and team performance to develop realistic sales goals
- Taking follow up for queries and orders after sending quotation.
- Maintaining existing long term relationship with customers.



Software

- Udyog ERP


Excellent



Education

2018-06 - 2021-06

Bachelor of Management Studies: CGPI 8.64

Pillai College - Mumbai



Languages

- Hindi ●●●●●
Excellent
- English ●●●●●
Excellent
- Marathi ●●●●●
Excellent



Skills

- Business development and planning ●●●●●
Excellent
- Sales funnel development ●●●●●
Excellent
- Business networking ●●●●●
Excellent
- Lead Generation ●●●●●
Excellent
- Sales forecasting ●●●●●
Excellent
- Sales expertise ●●●●●
Excellent
- Teamwork & leadership ●●●●●
Excellent
- Decision Making ●●●●●
Excellent
- MS Office ●●●●●
Excellent
- Marketing strategy ●●●●●
Excellent