SANJAY VERMA

SALES EXECUTIVE

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PROFILE

Sales executive with 3 years of experience in field and inside sales for building materials and consumer durables. Exceeded quota in 8 of the last 10 quarters and grew a territory of 45 dealers from Rs 1.8 crore to Rs 2.9 crore in annual sales. Strong in prospecting, negotiation, follow up and clear CRM records.

EXPERIENCE

Sales Executive, Sahyadri Building Products — Apr 2023 – Present
Jaipur, India

- Grew sales in a territory of 45 dealers from Rs 1.8 crore to Rs 2.9 crore in two years.
- Exceeded quarterly target in 8 of 10 quarters, with an average of 112% achievement.
- Made 25 dealer visits and 40 follow up calls each week and logged every contact in the CRM.
- Opened 12 new dealers by running product demos and offering clear credit terms.
- Collected 96% of outstanding payments within agreed terms by following up early.

Inside Sales Associate, Kestrel Home Appliances — Aug 2021 – Mar 2023
Jaipur, India

- Handled 60 inbound and outbound calls a day, converting 14% of qualified leads into orders.
- Sent quotations within two hours of enquiry and tracked follow ups in a spreadsheet.

SKILLS

Prospecting | Negotiation | Cold calling | Dealer management | CRM (Zoho) | Product demos | Closing | Territory planning | Quotations | Collections

EDUCATION

BBA, University of Rajasthan — 2018 – 2021
Jaipur, India | 71%

CERTIFICATIONS

HubSpot Sales Software Certification, HubSpot Academy — Oct 2023

LANGUAGES

Hindi	Native
English	Professional
Rajasthani	Fluent