

Hitesh Gaikwad.

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Profile

Top-performing Sales Associate with a proven track record of exceeding sales targets and building strong customer relationships.

Dynamic Sales Associate with expertise in consultative selling and a talent for identifying customer needs and providing tailored solutions.

Key Skills and Attributes

- Sales strategy development
- Customer acquisition
- Sales Presentation
- Market and Research Analysis
- Product Development
- Brand Awareness
- Analytical
- Budget & P&L management
- Lead Generation
- Customer Relationship Management
- Sales Productivity Improvement
- Sales cycle and time reduction

Sales Consultant Commercial Vehicles (MB TRUCKS, VAN, SPRINTER) NBK AUTOMOBILES – QATAR

11/2024- 02/2025

- Budget setting and management
- Team Management
- Negotiation and deal closure.
- Brand awareness and lead generation.
- Tailored made solution to the customer as per his needs and operation.
- Market research and Competitor activity awareness.
- Customer awareness program
- Sales Productivity Improvement
- Sales cycle and time reduction
- Solution Provider for the critical Selection

Fleet Sales Engineer. (HEAVY TRUCKS BRAND-RENAULT) AL ATTITYA MOTORS AND TRADING CO – Qatar

11/2017 – 10/2024.

- Budget setting and management
- Team Management
- Negotiation and deal closure.
- Brand awareness and lead generation.
- Tailored made solution to the customer as per his needs and operation.
- Market research and Competitor activity awareness.
- Customer awareness program
- Sales Productivity Improvement
- Sales cycle and time reduction
- Solution Provider for the critical Selection

Key Achievement

- Developed and implemented a sales strategy that resulted in a 20% increase in new customer acquisition within the first quarter.
- Negotiated and closed a \$400,000 deal with a new client, exceeding quarterly sales targets by 10%.

Sales Business Development Alaam Steel Industries – Qatar

01/2016 – 10/2017

- Promoting the Products and Explaining the benefits of it.
- Approaching the customer for new enquiries& solving the queries.
- Proper selection of bodybuilding on trucks asper the given applications.
- Quotation Follow Up and Making Budgetary Tenders.

Key Achievement

- Supplied 80 units of Trailers in one deal to a Cement Segment Industry worth \$200,000.

Customer Support Engineer. |- DHIRAJLAL MORARJI Co. – India- Mumbai

01/2014 -12/2015

- Promoting the Product and Explaining the benefits of it.
- Approaching the customer for new enquiries & solving the queries.
- Proper selection of bodybuilding on trucks as per the given applications.
- Quotation Follow Up and Making Budgetary Tenders.

Customer Support Engineer. |- SKF India Ltd Co. – India- Mumbai

09/2008 -12/2013

- Promoting the Products and Explaining the benefits of it.
- Approaching the customer for new enquiries & solving the queries.
- Proper selection of bodybuilding on trucks as per the given applications.
- Quotation Follow Up and Making Budgetary Tenders.

Education

B. E Mech. Engg - Dynaneshwar Vidyapeth – Pune. June 2005 – July 2008.

Diploma in Mech Engg - MMJ Shah Polytechnic- Mumbai. June 2001 – June 2005.

Higher Secondary School - Little Flower English High School - Thane. June 2001.

Other Interests

- Traveling
- Learning Languages
- Photography
- Sports
- Fitness
- Music