

## SUMMARY

Highly motivated and professional Sales Manager with over 7 years of experience. Proficient in managing sales, organizing meetings and events, handling confidential documents, and communicating with internal and external stakeholders. Possess exceptional communication and interpersonal skills with a proven ability to work independently and as part of a team.

## EDUCATION

**Punjabi University, Patiala**  
Bachelor's Degree in Botany  
2018 – 2021

**Sohrab Public School, Malerkotla**  
Post Matriculation  
2015 – 2017

## SKILLS

- Ability to lead, motivate and manage a team
- Craft and implement effective sales strategies
- Strong verbal and written communication skills
- Building and maintaining strong relationships with clients
- Skillful in negotiating deals to maximize profitability

## PERSONAL INFO

- Name - Sameer
- DOB - 15/07/2000
- Gender - Male
- Martial Status - Unmarried
- Nationality - Indian
- Languages Known - English, Hindi, Punjabi, Urdu, Arabic

## PROFESSIONAL EXPERIENCE

### Senior Business Development Manager

GB International | 2023 - 2025

- Conducting market research to understand customer needs, preferences, and competitive dynamics
- Delivering product or service presentations to potential clients and conducting demonstrations
- Providing regular reports on sales activities, customer feedback, and market trends to management

### Area Sales Manager

BKT | 2021-2023

- Researching and identifying new business opportunities
- Crafting and implementing strategies to drive business growth and achieve organizational goals
- Generating and nurturing leads to convert them into sales opportunities

### Territory Manager

Ceat Ltd. | 2018 - 2021

- Meeting or exceeding sales targets and quotas set for the area
- Identifying and acquiring new customers to expand the client base
- Building and maintaining strong relationships with existing clients to foster loyalty and repeat business