

Sachin Gorde

Sales & Digital Marketing

Personal Info

Phone

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Email

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Address

886 Building no 12, Abhudaya Nagar
Society, Kalachowki, Mum – 400033

DOB: 21 August 1983

Marital Status: Married

Nationality: Indian

Skills

Windows 2000 / XP

MS – Office

Google Analytics

Internet Applications

Email & Social Media Marketing

Education

- Bachelor in commerce

(Mumbai University)

- Higher Secondary School

Certificate (Maharashtra Board)

- Secondary School Certificate

(Maharashtra Board)

Languages

English

Hindi

Marathi

Objective

A performance-oriented individual, striving to add value to the organization through excellent leadership qualities, cross-functional expertise and exceptional desire to excel.

Work Experience

2024-08

- Present

Anusha Technovision Pvt Ltd -Sales Manager

Sales Manager

To generate sales of Automation Products, Lighting controls and Audio Video Products by calling on Architects, Electrical consultants, Chief engineers in hotels, lighting consultants, etc.

Interacting with very high-end client for homes, offices and hotels, communication ability and self-confidence are key attributes.

Self-driven and team Player.

Assign and direct the work to other teams like execution and Quotations.

Jan 2021 -

Aug 2024

Aakash Universal Ltd

Sales & Digital Marketing Manager,

Selling products by establishing contact and developing relationships with prospects and recommending solutions (Builders, Architects and Contractors).

Maintaining and increasing sales of Marble and Granite.

Establishing, maintaining and expanding customer base for new business and digital Marketing Management like SEO and SMO.

Negotiated and closed profitable contracts with key partners, increasing revenue.

Researched keywords relevant to the marketing efforts.

Introduced scheduled targeted email marketing programs.

Analyzed customer feedback and developed solutions to improve customer satisfaction.

Sep 2016 -

Jan 2021

Midocean Infomedia Private Ltd

Sales & Digital Marketing Manager,

Managed a team of sales and marketing professionals to successfully meet and exceed sales targets.

Generated new leads and opportunities through networking, cold-calling and other sales & marketing techniques.

Collaborated with marketing and sales teams to improve content marketing and cross-promotional initiatives.

Developed customer segmentation strategies to tailor marketing and sales efforts increasing sales.

Collaborated with the marketing team to launch a successful digital marketing campaign that increased website traffic.

Identified and Nurtured the Clients/Partners via cold calling B2B.

Conducted meetings with business owners and media planners to negotiate contracts

April 2013 -

Aug 2016

Getit Infomedia

Deputy Manager,

May 2012 -

March 2013

Network18 Media & Investments Ltd

Key Account Manager

Aug 2010 - May 2012	Makaan.com (People Group) Key Account Manager
July 2008 - Aug 2010	Sulekha.com New Media Pvt Ltd Business Development Manager
May 2007- June 2008	BARCLAYS BANK for Credit Cards Branch Manager for Direct sales Unit
April 2003 - Feb 2007	ABN AMRO BANK for Credit Cards Business Manager
May 2002 - April 2003	FINPRO (Direct DSA of ICICI Bank) Tele Sales Executive (Credit Cards)

Achievements

- Exceeded sales targets and activity metrics: KPIs at the level of 170% and 25+ new clients in Getit Infomedia Private Limited.
- Appreciated by the Management for consistent excellent performance and achievement of targets in Network18 Media & Investments Ltd.
- Achieved highest number of contract in month of Dec 2009 in Sulekha.com New Media Pvt Ltd.
- Achieved highest sales value (11.5 lac) with team 5 member in month of January 2010 in Sulekha.com New Media Pvt Ltd.
- Appreciated by the Management for consistent excellent performance and achievement of targets in Sulekha.com New Media Pvt Ltd.
- More than 35 Lacs of cumulative worth of business secured for Company every Year Sulekha.com New Media Pvt Ltd.

References

Hitesh Kakkar Mumbai Head,
Getit Infomedia, Mumbai.
Cell: 9833006207

Amit Sethi Branch Manager
Getit Infomedia, Mumbai Cell: 9819348386