

Saurabh Pal

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Seeking challenging assignment with a growth oriented organization

OBJECTIVE :

To learn and function effectively in an organization and be able to deliver to the bottom-line. To constantly upgrade my knowledge, skills and make a difference in whatever I do.

WORK EXPERIENCE:

- **2 year Experience Ajay Maini Scaffold System Rudrapur.**
- **BAJAJ FINANCE LTD. March. 2020**
Joined At FOS in 16th March 2020, promoted to **Deputy manager** 21st March 2023, promoted to **manager** 02 January 2025.

Location Handled : Currently handling Kasganj, Soron and Sahawar.

Roles and Responsibilities:

- Lead team of 8 FTC to achieve the set target every month.
- Initiate and develop relationships with key decision makers in target organizations for business development.
- Identify and network with financially strong and reliable channel partners, for deeper market penetration and reach.
- Effectively communicate and manage relationship with all stakeholders including customers and channel partners.

Account Management:

- Understand customer needs and detailed requirements.
- Develops new leads by monitoring trend, conduct research, identifying opportunity and making appointments.
- Develops communication and training programs to inform sales team of new product and scheme launches and changes in strategy
- Develops process and procedures to optimize account management efforts and ensure sales goals are achieved.
- Educates and develops rapport with internal and external partners, promoting partnership, seeking feedback and proactively addressing customer needs and request

Opportunity Management:

- Monitor partners arrangements to ensure that the objective of partners remains on target.
- Influence various partners to meet multiple goals.
- Understand the root cause of issue may initially appears to unrelated to the issue.

TECHNICAL SKILLS AND PROFICIENCIES:

- Microsoft Word, Excel, PowerPoint, SAP, SAP 417, SAP CRM

QUALIFICATION:

- B.Sc from Dr. B R Ambedkar Uni AGRA(U.P)
- ● 12th. Saraswati Vidya Mandir Inter college, Kasganj (U.P)
- ● 10th Saraswati Vidya Mandir Inter college, Kasganj (U.P)

PERSONAL VITAE

- Date of Birth: 29/09/1997
 - Address : Nagla Bhood Sahawar Gate Kasganj (UP)
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DECLARATION

I hereby declare that all the information mentioned above are true and correct to best of my belief.

Respected Sir/Ma'am

I'm presenting my self in your company. My Resume is enclosed herewith.
I assure that if you give me a chance. I will do my best to perform my duties.
Seeking the chance to prove my Sales and Marketing Skills and to touch the peek of success with your company.

Thank you.