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# Maneesh Singh Sikarwar

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LUCKNOW, Uttar Pradesh

## Summary

Productive employee with proven track record of successful project Sales & management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service.

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## Experience

### Head of Sales Operations

SUMMIT TWIN TOWER • LUCKNOW, Uttar Pradesh

02/2024

- Creating processes that enable visible and transparent management and that utilize the available tools or implement new ones that bring about increased sales effectiveness.
- Ensuring the availability of proper sales training initiatives as well as overseeing the planning and management for roles, responsibilities, values, and rules of engagement in the sales department.
- At this capacity, I also plays a mentorship role to key sales operations personnel, assisting in the execution of their duties upon request, ensuring constant improvement in their professional skills, and preparing them to take up his position in his absence or retirement.
- Own all plans and strategies for developing business and achieving the company's sales goals
- Assists in the development of the sales plan. Prepares forecasts and KPI reporting for the sales leaders, CRO, and upper management, for use in organizational planning, financial forecasting, budget setting and strategic planning.
- Establish the inbound lead requirements needed to meet sales objectives
- Provide full visibility into the sales pipeline at every stage of development
- Establish and foster partnerships and relationships with key customers both externally and internally
- Actively listened to customers to fully understand requests and address concerns.
- Managed complaints with calm, clear communication and problem-solving.
- Organised files to support efficiency and traceability.
- Engaged with customers to better understand needs and deliver excellent service.

### Head of Sales

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01/2021 - 12/2023

- Collaborate with members of the Marketing team to penetrate key markets.
- Define the approach for the overall sale of new business and account retention.
- Develop a comprehensive sales and distribution strategy to maximize sales opportunities.
- Develop sales and distribution policies that reflect the organisation's goals.
- Direct the Sales team in generating proposals that define a clear path to client satisfaction and revenue growth.
- Establish customer relationship management (CRM) systems and guidelines to manage customer relationships.
- Establish internal guidelines for personal data protection based on applicable legislations, to manage customer data.
- Foster relationships with new partners to achieve desired revenue.
- Influence senior stakeholders within customers' organisations and premier buyers in the industry.
- Investigate factors impacting sales performance.
- Leverage innovations to maximise revenue of traditional and digital assets and products.
- Monitor changes in the industry and leverage them for business opportunities.
- Established sales quotas and targets, motivating team to achieve and exceed expectations.
- Developed pricing strategies that balanced competitiveness with profitability, adapting to market conditions.
- Led sales team to surpass quarterly targets by developing strategic sales plans and monitoring execution.

## Senior Sales Manager

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03/2016 - 01/2021

- Coaching - helping team members reach their full sales potential is the main objective of a real estate sales manager, and the ability to support and motivate sales agents is essential to success at this job
  - Team management - I was responsible to oversee the sales agent team and handle any issues that arise, as well as to make sure sales goals are met
  - Performance management - Planning and implement sales objects and evaluate sales performance to ensure goal accomplishment
  - Led sales team to exceed quarterly targets by implementing innovative sales strategies and monitoring performance metrics closely.
  - Oversaw inventory management, optimising stock levels to meet sales demands without overstocking.
  - Coordinated with marketing department to create targeted campaigns, boosting lead generation by 25%.
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### Skills

Communication skills, Sales, Marketing, Negotiation, Microsoft excel, Time management

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### Education

Dr. Bhim Rao Abdekar University • Agra, Uttar Pradesh

06/2005

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### Languages

Hindi, English