



# Jayraj Pandya

Student at Richmond American University London

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## Languages

English

## About

As an experienced Sales Manager, I excel in establishing strong customer relationships and driving growth. With skills in leading sales teams, analysing market trends, and adapting to dynamic retail environments, I'm well-equipped for temporary retail roles.

### BRANDS WORKED WITH

Bhagvatilal V Shah

## Experience

### ● Sales Manager

Bhagvatilal V Shah | Apr 2022 - Nov 2023

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Lead and motivate a team of sales associates to achieve sales goals and deliver exceptional customer service.
- Develop and implement sales strategies and tactics to drive revenue growth.
- Monitor and analyze sales data to identify trends and opportunities for improvement.
- Establish and maintain strong relationships with key customers and partners.
- Collaborate with other departments to ensure effective coordination of sales activities and initiatives.

## Education & Training

2022

### ● Sardar Patel University

Bachelor of Commerce,