Hemant Mishra

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# PROFESSIONAL EXPERIENCE

Current Company- C-square info solution pvt. Ltd (Reliance Retail) Fab 2020 – Present

## Regional Sales Manager

**RELIANCE RETAIL(C-SQUARE INFO-SOLUTION PVT LTD)**

ERP SOFTWARE ,CRM, SALES IN PHARMA SECTOR (RETAILER ,DISTRIBUTOR,MANUFACTURER)

Last Company- **MARG ERP LTD** SEP – 2017-20

## Sales Manager

* Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.
* Developed new service offerings based on detailed and documented insights of market and client needs.
* Manage sales in entire c.g.
* Manage 10 to 15 employee for sales,demo ,price negotiation reporting etc.
* Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.
* Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors’ developments.
* Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.

**Sales Representative** (SEP 2016 – Oct 2017)

* Increased customer base sales by 55% and gross profit by 35% within the first year.
* Interacted with 20+ customers daily; built a strong customer based through new accounts.

# EDUCATION

**SHANKRACHARYA INSTITUTE OF TECHNOLOGY ,**  May 2016

Master of computer application

# SKILLS

* Sales Operations
* Negotiation
* Business Strategy
* Customer Service
* Management
* CRM
* Marketing
* Business Planning
* Erp SalesAccount Management
* Business Development
* Sales