

# SUMEDH MUNESHWAR

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## Assistant Sales Manager

Pune | +919665829286 | sumedhm125@gmail.com

### PROFESSIONAL SUMMARY:

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Dynamic and results-driven Assistant Sales Manager with a robust background in sales and marketing. Proven ability to enhance client relationships, improve customer satisfaction, and drive business growth through effective communication and strategic problem-solving. Experienced in managing diverse client accounts and generating new leads. Recognized for a focused approach to developing tailored solutions that align with client needs, ensuring a seamless onboarding experience.

### WORK EXPERIENCE:

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#### Assistant Sales Manager | Zerodha | Pune | November 2024 – Present

- Promoted to Assistant Sales Manager within one year six months of joining as a Sales Executive due to exceptional performance and leadership potential.
- Managed onboarding and account opening for various client categories including Individual, NRI, HUF, Corporate, Partnerships, and LLPs, streamlining processes to enhance efficiency and compliance.
- Developed and maintained strong relationships with both new and existing clients, leading to a 15%–25% increase in client retention rates.
- Spearheaded lead generation initiatives that resulted in a 30%–40% growth in the client base within a competitive market.

#### Sales Executive | Zerodha | Pune | May 2023 – October 2024

- Engaged with clients both face-to-face and over the phone to provide comprehensive solutions tailored to their trading and investment needs.
- Established a robust process for identifying potential leads and converting them into active clients, contributing to overall sales targets.
- Collaborated effectively with team members and management to improve service offerings, resulting in enhanced customer satisfaction ratings.

### PROJECTS:

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#### Intern | Johnson Healthcare Pvt Ltd | Pune | October 2021 – December 2021

- Conducted a comprehensive analysis of dietary supplement usage trends in Pune, assessing consumer preferences and market needs.
- Coordinated interviews with local health professionals and consumers, gathering valuable insights that informed recommendations for product development.
- Utilized strong analytical and communication skills to compile a detailed report, presenting findings to stakeholders for potential market strategies.

### EDUCATION:

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MBA – Marketing | Sinhgad Institute | 2020 – 2022

BCA | SGBAU Amravati University | 2015 – 2019

### SKILLS:

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| • Sales & Business Development   | • Market Analysis & Strategy |
| • Client Relationship Management | • CRM Tools & Excel          |
| • Communication & Negotiation    | • Adaptability               |