

# SAI KRISHNA NEMAKAL

## Sales Manager

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## SUMMARY

Accomplished Assistant Sales Manager with a strong track record in sales leadership, team development, and dealer relationship management. Expertise in achieving consistent sales targets, driving cross-sell revenue, and optimizing operational efficiency. Seeking to leverage skills and experience in a dynamic, growth-oriented role.

## EXPERIENCE

### Assistant Sales Manager - Lifestyle Finance

#### Bajaj Finserv

📅 04/2024 - 12/2024    📍 Hyderabad

- Led a sales team in the Lifestyle Finance division, including recruitment, on-boarding, training, goal setting, and performance tracking to ensure alignment with business objectives.
- Consistently achieved 80% of monthly sales targets throughout the tenure.
- Maintained a 0% attrition rate, focusing on team motivation, support, and development.
- Played a key role in cross-selling efforts, contributing to 90% of monthly cross-sell targets, helping boost overall revenue.
- Addressed and resolved customer loan-related queries efficiently, ensuring high satisfaction.
- Took ownership of all team-related queries, data tracking, and performance analysis.
- Maintained a proactive, people-first leadership approach to drive productivity and team cohesion.
- Managed and nurtured strong relationships with dealers and channel partners, ensuring seamless collaboration and sustained partner satisfaction.
- Proactively monitored and controlled delinquency to maintain a healthy loan portfolio, reducing risk exposure through timely follow-ups and corrective actions.
- Conducted regular market trend analysis and provided actionable business insights and strategic feedback to the Regional Sales Manager to support data-driven decision-making.

### Market Research & Logistics Intern

#### Triumphant Institute of Management Education

📅 05/2023 - 06/2023    📍 Hyderabad

- Conducted a comprehensive survey on A Study on Preschool Franchise, gathering insights into operations, business models, and best practices through meetings with preschool owners and managers.
- Performed competitor analysis to identify market trends and provide strategic insights for business development.
- Tracked shipments, maintained accurate stock levels, and managed the timely dispatch of materials to franchise locations, ensuring smooth and efficient supply chain operations

## EDUCATION

### PGDM in Sales and Marketing, Business Analytics

#### Vishwa Vishwani Institute of Systems & Management

📅 2022 - 2024

### BBA in Travel & Tourism

#### Sun International Institute for Tourism & Management

📅 2019 - 2022

## SKILLS

Sales Team Leadership	Recruitment & Training	Cross-Selling Strategy & Execution
Customer Relationship Management (CRM)	Business Development	Sales Forecasting & Data Analysis
Team Coaching & Performance Optimization	Adaptability	Problem Solving