

# SAMEER S. WAKUDE

Sales Marketing Manager

(+91) 7066754825 • sameerwakude9@gmail.com • Chakan,Pune,MH. India.

## Experience

Accurate Powertech India Pvt. Ltd.

Sales Marketing Manager

Pune

11/2024 - Present

Authorized dealer Of Kirloskar Gensets

- Genset Sales & Marketing
- Market Survey
- New Business Development
- Team Management
- Regional Sales Manager
- Site Survey For Genset Requirement

Indiamart Intermesh Ltd

Team Manager

Pune

01/2022 - 11/2024

Leading team in a B2B sales environment.

- Handling a team size of 8 executives
- Achieve daily, weekly, Monthly sales Targets
- Reporting to Area Sales Manager
- Planning Recruitment for the Team.
- Meet businesses owners & Pitch IM products.

Bunch Micro technologies Pvt. Ltd (Classplus)

Business Development Manager

Pune

12/2020 - 12/2021

Focused on developing new business.

- Lead Generation & Prospecting
- Tale Calling, Cold calling & Client outreach
- Partnership Development
- B2B sales, New client onboarding
- Presentation skills

IndiaMART

Assistant Manager

Pune

06/2017 - 12/2020

Worked in direct sales and client acquisition.

- Sales & Marketing
- Concept Selling, Business Development
- Achieve Weekly base target
- Support to achieve team and branch sales targets.

Omech Engineering Company Pvt Ltd. (Furnomech)

Marketing Executive

Pune

06/2016 - 06/2017

Worked on sales initiatives for furniture projects.

- Sales, Handling Project of School Furniture & Office Furniture
- Maintain Professional Relationship with Architect & interior designer.

Justdial

Justdial Ambassador

Pune

06/2014 - 06/2016

Worked in direct sales and client acquisition.

- Sales and Marketing
- Direct sales

## Education

Dr Babasaheb Ambedkar Marathwada University

MBA Marketing

Aurangabad

06/2012 - 06/2014

## Education

Babasaheb Ambedkar Marathwada University (BAMU)  
Bsc.

Aurangabad  
06/2007 - 06/2012

## Summary

Results-oriented professional currently working with Kirloskar Genset dealer as a Sales & Marketing Manager & taking care of Pune region for genset sales & marketing also have 3+ years' experience in Team management & overall 9+ years of experience in B2B sales, business development. Proven expertise in leading teams to exceed targets, driving business growth, and implementing effective sales strategies. Strong background in B2B sales, cold calling, concept selling, client relationship management, and performance management. A strategic thinker with exceptional presentation and Management skills, committed to achieving exceptional results and fostering high-performing teams.

## Key Achievements

- ★ **Sales Target Achievement**  
Successfully led teams to consistently meet and exceed sales targets.

## Languages

Marathi Expert

Hindi Expert

English Expert

## Skills

Team Management • B2B Sales • Direct Sales • Lead Generation • Relationship Management • Business Development • New Client Acquisition • Concept selling • Product sell • Problem Solving