

Komal Ajit Chauhan

Sales Coordinator

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Professional Summary

- Having 10 years of sales coordination experience in the areas of dutiful Sales Operation.
- Ability to maintain all the sales activities required for a successful sales group.
- Defines success by focusing on the tasks to generate revenues and working closely with customer services to retain clients.
- Excellent team player and ability to perform well under pressure.

Work Experience

A. Inside Sales Representative: -

Period: November 2019 – July 2024.

Company name: Raamaya Technologies

- Daily visiting procurement site and download new tender/bids
- Tender analysis and coordinating with Original Equipment Manufacturer
- Rigorously following up for documents and price
- Preparing documentation and tender submission
- Order/Contract execution by coordinating with distributor within the given timeline
- Arranging invoicing, delivery challan and dispatch related documents
- Maintaining customer relationship for further business opportunity
- Prepare & maintain customer data base
- Payments follow up
- Creating and summarizing weekly and monthly sales reports
- Distributor management
- Pro-actively working with sales team and customers for upcoming requirement and providing relevant data
- Customer Relationship Management

B. Sales Coordinator: -

Period: July 2018 - August 2019

Company name: Cosmos Impex India Pvt. Ltd.

- Prepared quotation/offers for the customer
- Following for orders/contracts with customer
- Orders/contracts management
- Register an order on ERP system
- Maintain customer data base
- Preparation of sales report on monthly basis
- Coordinating with production team, quality control team, Accounts team and Logistics team and ensure smooth sales cycle.
- Regular payments follow up
- Scheduling meeting of salespeople with customer
- Attended Exhibition

C. Sales Coordinator: -

Period: August 2017 - June 2018

Company Name: Techno Electromech Pvt. Ltd.

- Contract/order management
- Registered all sales related data on ERP system
- Sales forecasting
- Intimating purchase team for upcoming orders
- Prepared product wise sales summary
- Prepared invoicing and challan
- Coordination with logistics team
- Prepared quotation/offers and negotiation

D. Sales Coordinator: -

Period: January 2013 - June 2017.

Company Name: Masturlal Fabricchem Pvt. Ltd.

- Identify customer's exact requirement and submit the quotation
- Follow ups for purchase order/contract and ensure its smooth execution
- Order/contract amendment activities
- Sample approval activities
- Maintain customer data base
- Prepared sales data
- C Form and payments follow up
- Scheduled salespeople meeting with customer
- Sales supporting activities
- Invoicing and dispatch follow up with internal team

EDUCATIONAL QUALIFICATIONS

Exam/Degree	Board/University	Year of Passing	Stream/Main Subjects	Percentage
M.B.A.	Gujarat Technological University	2012	Finance	72%
B.B.A	Sardar Patel University	2010	Advanced financial Management and Marketing Management	62.14%
H.S.C.	G.H.S.E.B	2007	Commerce	77.29%
S.S.C	G.S.E.B	2005	-	69.86%

STRENGTHS

- Adaptability
- Enthusiasm
- Discipline
- Patience
- Determination
- Dedication

COMPUTER KNOWLEDGE

- ERP System
- MS office

NOTICE PERIOD

15 days Or Less

PERSONAL DETAILS

Date of Birth : 27th May 1990
Marital Status : Married
Languages Known : English, Hindi, and Gujarati.
Family members:
Husband : Ajit Chauhan
Daughter : Shanaya Chauhan