



Aashit Lokhande

Results-Driven Channel Sales Manager with a Proven Track Record of Driving Revenue Growth and Building Strategic Partnerships

GET IN CONTACT

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PERSONAL DETAILS

- Total Experience 8 Years 4 Months
- Current Location Indore
- Date of Birth May 29, 1993
- Gender Male
- Marital Status Married

SKILLS

- Customer Service
- Effective Team Management
- Business Acumen
- Product Expertise

TECHNICAL SKILLS

- Microsoft Office Suite

LANGUAGES KNOWN

- English
- Hindi
- Marathi

SOCIAL LINKS

- <https://www.linkedin.com/in/aashit-lokhande-714bb0192>

PROFILE SUMMARY

- Highly accomplished and results-oriented Channel Sales Professional with a demonstrated track record of driving revenue growth and establishing successful channel partnerships. Adept at developing and executing strategic sales plans to optimize market penetration and maximize sales performance.

EDUCATION HISTORY

Graduation

| | |
|-----------------|--|
| Course | B.Com(Commerce) |
| College | Devi Ahilya Vishwa Vidhyalaya (DAVV), Indore |
| Year of Passing | 2015 |
| Grade | 56% |

WORK EXPERIENCE

Apr 2015 to Nov 2016

Customer Support Executive at Bollywood Automobiles

- Addressing customer inquiries, concerns, and requests related to vehicle services.
- Conducting follow-up calls with customers after vehicle service to ensure satisfaction, address any concerns, and gather feedback.

Nov 2016 to Oct 2018

Ciaz Consultant at Ocean Motors

- Developing a thorough understanding of Maruti's vehicle models, features, specifications, pricing, and available options
- Interacting with prospective customers, building relationships, and identifying their needs and preferences
- Presenting pricing options, financing plans, and additional services to customers. Negotiating prices

Nov 2018 to Oct 2019

Relationship Manager at Swastika Investmart

- Identifying and acquiring new clients for the company's investment and financial products and services
- Developing and nurturing strong relationships with clients to understand their financial goals
- Identifying cross-selling opportunities within existing client relationships and promoting other relevant financial products and services offered by Swastika Investmart

Nov 2019 to Apr 2020

Academic Counsellor at BYJUS

- Identifying potential customers or clients who could benefit from BYJU'S products and services
- Giving presentations and demonstrations to prospective clients or customers to showcase the features and benefits of BYJU'S
- Working closely with clients to understand their requirements, addressing their concerns, negotiating terms and pricing, and closing deals to generate sales revenue

Feb 2021 to Oct 2021

Senior Academic Counsellor at Vedantu Ed-Tech

- Providing guidance and counseling to students and their parents regarding Vedantu's courses, curriculum, and academic programs
- Addressing queries and concerns raised by students and parents, and providing prompt and accurate information about Vedantu's offerings, course content, assessments, and other related aspects
- Tracking and monitoring the academic progress of students
- Sales closer and loan process

Oct 2021 to Present

Territory Sales Manager at Expressions learning resources Pvt. Ltd.

- Developing and implementing strategies to attract prospective students to the Express centers.
- Engaging with schools and educational institutions to establish partnerships and build networks for student referrals.
- Building and maintaining relationships with prospective Centers.
- Bringing revenue through Business to Business channels.