**Dave Ebel**

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# Professional summary

To perform in an organization which will provide me a platform to utilize my well-built 4+ years’ experience in varied fields to the best possible way so that I can add value to the company with my Hospitality & Sales skills and continue to deliver efficient & superior service to the best of my abilities.

#  Experience

❖ **Company: Confident Group Limited (3rd March 2019 – Present) Designation: Sr. Executive**

* Responsible for generating revenues through Channel Sales for products across Luxury segment of Mahindra.
* End to end follow up from sourcing to closing the deal of all Residential projects in Western Belt region.▪ Consistently build on the CP network to acquire new business and manage in collaboration with them.
* Conduct regular events of Loyal Customers & meetings with CPs with the purpose of both engagement and empanelment to drive more business.
* Ensure regular product and price updates to Customers & Channel Partners.
* Ensure smooth registration, training & brokerage disbursal for Channel Partners.
* Keeping abreast with relevant competitor details including price movements, construction activity, key trends and market dynamics.

## ❖ Company: IDFC First Bank (3rd Oct 2017 – Jan 2019) Designation: Sr. Executive (Sales/Marketing)

* Demonstrates products and services as deemed necessary by clients and management.
* Makes product knowledge readily available to self and other salespeople through various resources.
* Finds ways to sell products in the face of a down market.
* Research client base to find new types of customers and sells to them accordingly.
* Creates a plan for gaining customers and then retaining them based on warranties or guarantees.
* Analyses and creates a plan for engaging the target market.
* Trains other salespeople in the art of selling.
* Makes sure that all salespeople meet quota during a given period.
* Demonstrates superior time management skills and meets sales deadlines.

# ACHIEVEMENTS

* Being Awarded Highest Revenue & Highest number of walk-ins multiple times in Confident Projects.
* Highest Revenue (57 Cr) in the team
* Highest Number of Walk-ins (448 in 2 projects)
* Maximum Active Channel Partners on Boarded (161) nos who has given walk-ins .
* Maximum Channel partners who gave booking (27)nos
* Being Awarded as a best Salesperson 4 times in a Year.

# QUALIFICATION

|  |  |  |  |
| --- | --- | --- | --- |
| Course / Degree  | Institute / Board  | College / School  | Percentage/Grade  |
| MBA (Marketing) 2021  | Delhi University  | Miranda College  | A  |
| MA in History 2018  |  Delhi University  |  Miranda College | A+  |
| Bachelor of Commerce and Economics 2013  |  Delhi University |  Miranda College | 82.71%  |
| Class X (2008)  | C.B.S. E  | St Xavier’s High School  | 83.27%  |

#  CERTIFICATE AND COURCES

* Salesforce, Microsoft office, Spreadsheets & Siebel
* Certified and Have Knowledge in MSCT
* Complete Knowledge of Digital Marketing

# EXTRA CIRCULLAR ACTIVITIES

* Participated in “TORN” case study.
* Participated in College Activity to raise fund for Cancer Patients and orphans.
* Head of the department for College Festival Marketing Activity.

# KEY SKILLS

* Excellent presentation, communication and organisational skills | Fluent in English & Hindi languages in order to communicate professionally with clients and team members, both in person and over the telephone | Excellent written command over English.
* Strong ability to forge professional relationships with clients | Assist VIP and high-profile guests/clients | Passion for delivering exceptional client experiences.
* Strong People Management skills.
* Authoritative ability to identify Sales prospects and deliver results whether under pressure or not | Generate substantial revenue as per company standards.
* Been a recognised employee in every company served till date and won several titles & certifications
* I hereby certify that the aforesaid is true and correct to the best of my knowledge, information and belief

**(Dave Ebel)**