

SHANTANU DHONE

B2B SALES EXECUTIVE

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EMAIL | shantanudhone1408@gmail.com
LOCATION | Nagpur, INDIA
EXPERIENCE | 2 Years 2 Months

Key Skills

- Market Research
- Sales Executive Activities
- Client Relationship Management
- Team Management
- Customer Service
- Negotiation
- Leadership Skills
- Marketing Management

Certification

- TCS ION Career Edge
Valid upto 2024
- Rubicon Employability Skills

Languages

- English
- Hindi
- Marathi

Profile Summary

I'm an MBA graduate with a BBA degree and I've got some great experience from my internship as a B2B Sales Executive at Quickshift. I really enjoy getting to know clients, figuring out what they need, and then finding the perfect solutions to help them grow. I'm excited to bring my analytical and strategic thinking to a fast-paced sales role."

Work Experience

B2B Sales Executive
Quickshift
07/2024 - 09/2024

As a B2B Sales Executive intern, I focused on cultivating strong client relationships to accurately identify needs and deliver tailored solutions. I analyzed potential clients' specific challenges to enhance sales growth opportunities and developed targeted strategies to effectively meet their requirements.

Assistant Store Manager
DB Mart
03/2022 - 06/2023

I've got solid experience as an Assistant Store Manager / Retail Supervisor, where I basically helped keep everything running smoothly! I was heavily involved in building and guiding our team, from bringing in new hires and training them, to creating schedules and really motivating everyone to hit our sales goals and deliver awesome customer service. Day-to-day, I was hands-on with managing

inventory, making sure our displays looked great, and overseeing all the store's operations, always keeping an eye on compliance and customer happiness. I also handled all the behind-the-scenes stuff like paperwork, money, and making sure we weren't losing stock. Essentially, I partnered closely with the Store Manager to hit our big-picture goals and make sure we were truly connecting with our local community.

Store Worker

DB Mart

01/2019 - 02/2020

I've got a solid background as a Customer Service & Sales Associate. My main goal was always making sure customers had a great experience, so I'd warmly greet everyone, help them find exactly what they needed, and quickly sort out any issues. I was also really efficient at the checkout, handling all sorts of transactions smoothly. Keeping the store looking its best and super organized was key for me, too, always making sure we met health and safety rules. Plus, I loved learning all about our products and promotions so I could give the best advice and help set up appealing displays to really boost sales.

Education

MBA/PGDM - Marketing

2025

Sinhgad Business School, Pune

B.B.A/ B.M.S - Management

2022

Rashtrasant Tukadoji Maharaj Rtmnu

Grade - 8.79%