

# Pratik Taware

## Inside Sales Manager

Pune, Maharashtra 411045 | 9096179777  
ptaware027@gmail.com | [Website]

Experienced Inside Sales Manager with 4 years of success in driving revenue growth and leading high-performing teams. Skilled in strategic planning, client management, and data-driven performance optimization. Ready to leverage my expertise to contribute to your company success.

## Work Experience

### Inside Sales Manager

Nov 2021 - May 2024

UpGrad Education Pvt Ltd | Pune

Results-oriented Inside Sales Manager with 2.7 years at UpGrad Education Pvt Ltd. Expert in driving revenue, leading high-impact sales teams, and executing data-driven strategies. Proven ability to boost performance and achieve targets in a fast-paced educational tech environment.

- Highest Ticket size sold that is 2.10L

### Sales Manager

Dec 2020 - Sep 2021

Arushi Yamaha Motors | Pune

Sales Manager at Arushi Yamaha Motors in the automotive industry. Demonstrated expertise in boosting auto sales, leading top-performing teams, and surpassing targets. Skilled in enhancing customer experience and executing successful sales strategies.

### Business Development Associate

Jul 2020 - Dec 2020

Byjus (Think and Learn Pvt Ltd) | Pune

Dynamic Business Development Associate at Byju's. In driving growth and acquiring new clients. Proven ability to generate leads, build relationships, and exceed sales targets in the education sector. Skilled in strategic planning and market analysis.

### Relationship Manager

Feb 2020 - Apr 2020

Remax V21 Reality Plus | Pune

Dedicated Relationship Manager at Remax V21 Realty Plus in real estate. Quickly adapted to managing client relationships, facilitating property transactions, and supporting sales efforts. Demonstrated strong communication skills and a proactive approach in a dynamic market.

## **Core Skills**

Sales Leadership, Sales Management, CRM Systems, Sales Growth, Customer Satisfaction, Sales Targets, Product Knowledge, Sales Process, Sales Planning, Team Management

## **Education**

**JSPM NTC PUNE**

**BE | Mechanical**

Jun 2013 - Apr 2020

## **Languages**

English, Hindi, Marathi