KIRTI DAWANGE

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SUMMARY

Results-driven sales and business development professional with over 2 years of experience in B2B sales, international client consultation, and global property consulting. Adept at building lasting client relationships, leading teams, and driving revenue through innovative strategies. Strong expertise in customer relationship management and cross-functional collaboration.

WORK EXPERIENCE

Global Property Consultant, Uniacco **June 2024 - Present**

- Directed a high-performing sales team by implementing structured strategies and daily coordination, improving team productivity and morale.
- Oversaw and optimized end-to-end sales operations, from pipeline management to client onboarding and retention.
- Applied innovative sales techniques to improve conversion rates and exceed monthly sales targets consistently.
- Conducted regular training sessions to upskill the team in negotiation, objection handling, and customer engagement.
- Worked closely with leadership to identify new business opportunities and strengthen B2B relationships.
- Ensured consistent communication and reporting on KPIs to maintain alignment with organizational goals.

Telesales Executive, Collateral Medical

- Handled end-to-end customer servicing, from initial inquiry to post-sale follow-up, ensuring client satisfaction and repeat business.
- Engaged in lead generation and lead qualification, focusing on converting high-potential prospects into loyal customers.
- Worked with Customer Relationship Management (CRM) tools to track customer interactions and streamline sales processes.

EDUCATION

Bachelor of Science in Chemistry **2021 - 2024**
Patkar Varde College

ADDITIONAL INFORMATION

- **Technical Skills:** CRM Software, Inside Sales, Lead Generation, Medical Sales, Client Communication, Revenue Growth, Product Knowledge.