

SAMRIDH RAHEJA, Sales Team Manager

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SUMMARY

Dynamic Sales Team Manager with extensive experience in business development and team leadership, specializing in the real estate sector. Over 5 years of proven success in driving significant revenue growth, including a 35% portfolio expansion and high-value deal closures at Tricad Infra Solutions. Exceptional mentorship and strategic planning skills, enhancing team performance and optimizing sales processes. Ready to leverage expertise to elevate sales performance and foster client relationships in high-demand markets.

WORK EXPERIENCE

10/2024 – Present	Business development manager, Tricad Infra Solutions Pvt Ltd.	Chandigarh, IN
	<ul style="list-style-type: none">Expanded client portfolio by 35% year-over-year, driving consistent pipeline growth across key industries.Negotiated and closed high-value deals worth ₹50L+ each, ensuring long-term retention and recurring business.Orchestrated cross-functional sales and marketing campaigns, enhancing the lead-to-conversion ratio by 28%.Implemented data-driven sales strategies and optimized CRM processes, reducing the sales cycle time by 20%.Mentored and managed a team of over 8 sales executives, fostering a high-performance culture and consistently exceeding quarterly targets.	
06/2022 – 07/2024	Assistant branch manager, Enterprise Holdings	Abbotsford, CA
	<ul style="list-style-type: none">Oversaw daily branch operations, encompassing rental transactions, vehicle returns, and customer interactions, successfully increasing the branch's car inventory from 192 to 246 units.Drove significant improvements in customer satisfaction, elevating the customer service index from 79% to an impressive 94%.Represented the company at various industry conferences and trade shows, expanding the network and bolstering brand visibility.Managed fleet availability, ensuring that vehicles were properly maintained and rental-ready, achieving a 22% increase in sales-driven car inventory.Conducted training for new employees and provided ongoing coaching to enhance performance, introducing monthly performance development meetings across branches.Executed sales strategies that consistently met or exceeded rental and revenue goals.	

06/2021 – 07/2022

Management Trainee, Enterprise Holdings

Langley, CA

- Engaged with customers to understand their needs and deliver exceptional service, achieving the highest customer service index in the entire district.
- Secured two new dealerships as clients, leading to an 11% increase in inventory.
- Surpassed quarterly sales targets by an average of 25% during the period, significantly contributing to overall revenue growth.
- Assisted the branch in realizing a 17% increase in business compared to the previous year.
- Expanded market share by 10% in a competitive region, successfully positioning the company as a market leader.
- Gained valuable hands-on experience in managing daily branch operations, including vehicle rentals, returns, and fleet maintenance.
- Completed all administrative duties related to branch operations, including paperwork, record-keeping, and reporting.

01/2020 – 06/2021

Senior sales consultant, Staples

Abbotsford, CA

- Provided expert guidance and information on a wide range of technology products, including computers, printers, software, and accessories.
- Led a regional sales team that consistently met or exceeded monthly targets, earning recognition as the top-performing branch for seven consecutive months.
- Maximized sales opportunities through active customer engagement, effectively understanding their requirements and recommending suitable technology solutions, resulting in the highest sales in the group for three months.
- Developed and implemented effective sales strategies that aligned with company objectives, driving a 13% increase in annual revenue.
- Upsold additional products and services, such as extended warranties and accessories, recognizing achievement for having the highest monthly recurring warranty sales on laptops and Chromebooks.

EDUCATION

2017 – 2021

**University of the Fraser Valley
Bachelor of Business Administration**

Abbotsford, CA

- Relevant courses include Human Resource Management, Managerial Economics, Sales Management, Strategic Management, Advanced Selling, Digital Marketing, Operations Management, and Workplace Communication.

SKILLS

Strategic Planning

Problem solving

Sales management

Project management

Data analysis and reporting

Sales and Revenue generation

Team Leadership and development

Conflict resolution

Training and development

Negotiation Skills

Customer service excellence

Management

Market Trends

Communication

Sales

Mentoring

Property Markets

CRM Systems

Prioritization

Sales Analytics

LANGUAGES

English (Native)

Hindi (Native)
