



RAJNEESH KHARE

Head of Sales

PROFESSIONAL SUMMARY

Highly experienced Head of Sales with a proven track record of 14 years in the agriculture and mechanization sector, specializing in sales training and development. A strategic thinker known for driving substantial sales growth through innovative approaches and transformative strategies. Demonstrated success in diverse regions, expanding dealer networks, and enhancing operational efficiency. Conducted effective training sessions and events for sales teams in areas like product research, dealer onboarding, and sales skill development. Strengthened capabilities of dealership teams and front-line managers, aligning their work with established processes. Spearheaded visionary sales initiatives, resulting in exponential growth in dealer networks and market presence.

SKILLS

- ✓ Skilled in coaching and mentoring sales teams, providing ongoing support and guidance to help them achieve their targets
- ✓ Proficient in utilizing various training tools and technologies, including elearning platforms, virtual training, and multimedia resources
- ✓ Expertise in conducting needs assessments and identifying skill gaps, then developing targeted training solutions to address those gaps
- ✓ Proven ability to design and deliver effective sales training programs that drive results and improve performance
- ✓ Proactive and results oriented mindset, with a focus on driving sales performance and achieving targets
- ✓ Strong understanding of sales techniques and strategies, with the ability to teach and coach others on effective selling techniques

PROFESSIONAL EXPERIENCE

Innoterra Tech India Private Limited & Meero Digital Labs Pvt. Ltd.

Head of Sales | Sep 2021 - Present

Mumbai, India

- Prepare and present sales forecasts, reports, and budgets to senior management, highlighting key performance indicators and areas of concern
- Crafted and executed visionary pilot projects and strategies to enhance overall business operations and drive accelerated growth
- Led transformative strategies, driving exponential growth in dealer networks, product portfolios, and market presence through strategic business planning
- Lead and manage a team of sales professionals, providing guidance, coaching, and performance management
- Conducted effective training sessions and events for sales teams in areas like product research, dealer onboarding, and sales skill development

Carnot Technologies Private Limited (Mahindra & Mahindra Group Company)

AVP Sales and Marketing | Jan 2020 - Sep 2021

Mumbai, India

- Lead the achievement of profitable sales and dealer development targets through effective leadership
- Strategically identified and cultivated the ideal distribution network for SIMHA KIT in after market, appointing 70 distributors, 30 dealers, and 5 stockists across three states
- Pioneered the concept of the Krishi Diary App, resulting in an impressive milestone of 100,000 downloads within the first year
- Innovated customer acquisition strategies
- Provided training and on the job coaching to sales team and tech team

Sewells Group India Pvt. Ltd. (A MSX International Group Company)

Senior Consultant (Sales Performance Coach) | Apr 2014 - Jan 2020

Mumbai, India

- Design and deliver sales training programs and workshops
- Conduct sales performance assessments and identify areas for improvement
- Actively promoted a new selling philosophy to transform interactions of salesmen with customers at dealership

- Collaborated with the content team to design marketing communication material and training content for newly launched tractor models
- Conducted product training sessions for a substantial number of salesmen at Mahindra Tractor dealerships
- Successfully organized training programs for the newly launched tractor models and received recognition through awards in the Measurability and Reliability categories
- Conducted comprehensive training programs for territory managers, area managers, and state heads of different tractor companies, contributing to their professional development and product knowledge

Rani Laxmibai Samiti

Senior Project Manager (Lead Career Counsellor) | Jan 2012 - Apr 2014

Jhansi, Uttar Pradesh

- Develop and deliver workshops and presentations on various career-related topics
- Conduct assessments and evaluations to determine students' skills, interests, and values
- Provided career counseling to students in the Bundelkhand area of Uttar Pradesh as part of the Government Project UDAAN
- Successfully conducted career counseling sessions for more than 10,000 students as part of the government project UDAAN during the year 2013-14

Sinochem India Company Pvt. Ltd.

Territory Sales Manager | Mar 2012 - Nov 2012

Patiala, Punjab

- Conduct product demonstrations and presentations to educate potential customers on the features and benefits of our products
- Managed sales and business development in the Patiala, Ludhiana, Sirhind, Mohali, and Sangrur areas of Punjab
- Achieved sales targets and actively pursued new business opportunities in the assigned territory
- Conducted daily farmers' meetings to engage with the agricultural community
- Successfully appointed 7 new distributors and expanded coverage to include 50 new dealers within the initial 3 months of tenure

Hariyali Kisaan Bazar (A part of DCM Shriram Consolidated Limited)

Center Manager (Sales & Customer Services) | Jul 2010 - Mar 2012

Mathura, Shahjahanpur and Kanpur, Uttar Pradesh

- Conduct regular performance evaluations and provide feedback to team members to foster professional development
- Train, coach, and mentor sales and customer service teams to ensure high performance and customer satisfaction
- Resolve escalated customer complaints and issues
- Focused on providing exceptional customer service, satisfying rural customers, and motivating them for additional purchases

KLA India Public Ltd

Manager, Sales & Business Development | Jun 2009 - Jul 2010

Rudrapur, Uttarakhand

- Prepare and present sales forecasts, budgets, and reports to senior management
- Lead and motivate sales teams to achieve sales targets and meet performance metrics
- Identify and pursue new business opportunities and partnerships to expand market presence and increase revenue
- Appointed distributors, established strategic tie-ups, and successfully launched the KLA Bansuri rice brand

EDUCATION

MBA Agribusiness | Govind Ballabh Pant University of Agriculture and Technology

Collage of Agribusiness Management | Jul 2009

Pantnagar, Uttarakhand

B.Sc. Agriculture | Bundelkhand University

Nehru Maha Vidhyalaya | Jul 2007

Jhansi, Uttar Pradesh

CERTIFICATIONS

Diploma in Training & Development (2018-19) - Indian Society for Training and Development, New Delhi (India)

ACCOMPLISHMENTS

Measurability Award (2017-18) - Recognized for additional sales of tractors in assigned dealerships through performance coaching of dealership sales team

Reliability Award (2018-19) - Acknowledged for successfully conducting training programs for product launches and solution selling

Customer Service Award (2011-12)- Hariyali Kisaan Bazar Outlet won the best customer service award for the excellent customers experience during shopping

CONTACT

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