



USAMA KAUCHALI

SALES EXECUTIVE

📍 Al Nahda, Sharjah, UAE
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ABOUT ME

A dedicated professional with one and half years of experience, who can independently handle entire warranty operations, ready to take initiative, always willing to spend extra time to complete assigned work, demonstrates understanding of, and effectively cooperates with subordinates and seniors level management.

PERSONAL DETAILS

Date of birth
18/08/1996

Nationality
Indian

Marital status
Single

WEBSITES & SOCIAL LINKS

Linkedin profile:
<http://linkedin.com/in/usama-kauchali-63879b190>

LANGUAGES

ENGLISH

HINDI

URDU

WORK EXPERIENCE

TAWAKKAL PHARMA HUB

Pune
Mar 2019- Present

Sales Executive

- Continuously improved customer service, brand awareness and company's reputation by providing Product.
- Implemented a consultative and value-driven approach to exceed company sales goals.
- Provided value and quality to customers with prompt resolution of complaints and, as a result, successfully retained clients and obtained referrals to increase our client base.
- Made adjustments to sales procedures by tracking customer behavior, market trends, and current market share to realign company goals.
- Improved efficiency of operations, tracked weekly sales and produced reports for senior management to initiate plans for corrective action as deemed appropriate.

EDUCATION

TILAK MAHARASHTRA VIDYAPEETH

PUNE
2020

MBA

- Completed continuing education in Subject Sales and Marketing.
- Project Highlights Title-Digital Marketing Landscape (Customer requirement towards leads generation through social Media and primary objective was to understand the requirement of customers, formulating strategies for customer, Executing those strategies to achieve the brand objective well to understand the changes in consumer preference in digital world.)

SAVITRIBAI PHULE PUNE UNIVERSITY

Pune
2017

Bachelor Of Computer Applications

MAHARASHTRA STATE BOARD

Pune
2014

Intermediate

- Major in Subject Science and IT

MAHARASHTRA STATE BOARD

Pune
2012

Secondary School Certificate

SKILLS

Client Relations



Market trends understanding



Excellent communication skills



Team Leadership



Quality leadership



Customer service



Sales and market development



HOBBIES

Football

COURSES

Nov 2019

• Certification in Digital Marketing , Digital Partners

Dec 2016 - Jan 2017

• Certification in Agile/Scrum Process , Ness Wadia College of Commerce,Pune

July 2018

• Microsoft Certified Professional (MCSE) , Professional Labs

EXTRA-CURRICULAR ACTIVITIES

SPORTYTUDE COMPANY

Pune

Sep 2019 - Dec 2019

• Core team member