



# ROOPAK GILL

Area Manager



## Professional Summary

Having over 7.8 years of B2B experience in sales and operations, having a proven track record of driving sales growth and achieving targets in highly competitive markets. Effective at building and maintaining relationships with key clients and stakeholders, as well as managing and leading high-performing sales teams.



## Work History

2021-05 -  
Current

### Area Manager

LEAD (Ed-Tech), Hisar

- Exerted responsibility for procuring business & executing LEAD program in Hisar, Jind & Sirsa Territory schools through value offering.
- Successfully conducted Teacher Orientations (TO) and Parent Orientations (PO) to ensure teachers and parents were adequately informed and prepared for upcoming school year. My ability to create meaningful and informative orientations has been beneficial in creating welcoming and inclusive educational environments.
- Led initiatives to improve customer service and satisfaction, resulting in 66% increase in customer retention.

2019-11 -  
2021-03

### Area Supply Manager

OYO, Gurugram

- Acquired new business for Oyo Rooms. Negotiated with multiple stakeholders to reach an agreement in short duration.
- Increased sales & retention by 200%
- Developed strong relationships with property owners by providing support and advice on



## Contact

### Address

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### Phone

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### E-mail

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### WWW

<https://bold.pro/my/roopak-gill-230329203358/306>



## Skills

Team Handling



Advanced Excel



AI



MS OFFICE



Mindtickle



Salesforce



Business Development



2015-07 -  
2019-11

## Assistant Sales Manager

Just Dial Ltd., Chandigarh, Noida, Delhi

- negotiations, resulting in successful transactions.
- prepared reports and documents while ensuring accuracy of information.
- Led A team of 8 members to ensure successful management of key regions including Chandigarh, Mohali, Kaithal, Jind, Rohtak, Bahadurgarh, and Jhajjar.
- Spearheaded lead generation process and achieved successful customer conversions.
- Developed strong relationships with customers and stakeholders by providing effective sales strategies and solutions.
- Achieved "Best Performer of the Month Award" for outstanding performance for many times, consistently surpassing expectations. Demonstrated strong leadership skills, integrating innovative strategies to drive improved productivity.

Market Research



Advanced

Analytics



Upper intermediate

Training Expertise



Advanced

Key Account Management



Advanced

Relationship building and management



Advanced

Database Management



Advanced

Sales expertise



Advanced

Product and service sales



Advanced

2014-06 -  
2014-08

## Internship

SK Auto Finance, Jaipur

- Conducted competitive analysis of non-banking financial companies in Gujarat by gathering financial data, studying market trends and assessing performance metrics.
- Assessed competitor activities to identify strengths and weaknesses. Developed strategic recommendations to increase market share and improve profitability.
- Traveled extensively to various parts of Gujarat, reached over 100 branches.



## Languages

English



Advanced

Hindi



Advanced

Punjabi



Intermediate

Spanish



Elementary

German



Elementary

Haryanvi



Advanced

2013-08 -  
2015-08



## Education

### MBA: Marketing Management And Research

Sri Sharda Institute of Indian Management Research - New Delhi

2010-07 -  
2013-06



## **Bachelor of Business Administration: Business Administration**

PDM College of Engineering - Bahadurgarh

2008-04 -  
2009-03



## **12th CBSE: Commerce**

Triveni Memorial School - Bahadurgarh



## **Certifications**

2015-08



Spanish Language Certification

2022-12



English Proficiency IELTS

2021-12



Building Trust with Remote Teams



## **Interests**



Blogging



Motivational Speaking



Indoor/Outdoor Sports