

vurvash kale

sales executive

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EDUCATION

BCA 10/2021 – 04/2024
Mohota science college
Applications | CGPA: 6 | Rashtrasant Tukdoji Maharaj Nagpur University — BCA in Computer
CGPA : 6/10

PROFESSIONAL EXPERIENCE

Optum 10/2025 – 11/2025
Chat process executive(contract)

- * Handled customer support through chat-based interactions.
- * Assisted customers with inquiries, issue resolution, and service-related information.
- * Maintained service quality standards and customer satisfaction metrics.
- * Demonstrated strong written communication and problem-solving skills.
- * Managed multiple customer conversations in a fast-paced environment.

AOTAX(4 month contract) 12/2025 – 03/2026
BDE

- * Managed customer negotiations and closed sales deals.
- * Handled difficult customer queries and provided effective solutions.
- * Maintained strong client relationships and ensured customer satisfaction.
- * Contributed to revenue growth by achieving sales targets consistently.

Intech Solar solutions 01/2022 – 06/2023
Sales team leader

- * Managed and supervised a team to achieve sales and operational targets.
- * Drove business growth through customer acquisition and sales generation.
- * Coordinated team schedules, leave approvals, and employee performance monitoring.
- * Resolved customer and team-related issues to ensure smooth operations.
- * Consistently exceeded targets, contributing to company profits and earning performance incentives.

S & S brokerage 04/2026
BDE Notice period

- Managed US sales and brokerage operations, handling client acquisition and business development.
- Provided logistics and supply chain support, ensuring smooth coordination of shipments and services.
- Maintained customer relationships, addressed inquiries, and ensured high levels of client satisfaction.
- Prepared, managed, and verified sales, brokerage, and logistics documentation.
- Coordinated with internal teams and customers to support end-to-end business operations and achieve sales targets.

SKILLS

- Customer Relationship Management (CRM)
- Sales Negotiation
- Lead Generation
- Business Development
- Client Acquisition
- Customer Support & Service
- Communication Skills
- Problem Solving
- Account Management
- Logistics & Supply Chain Coordination
- Sales Closing Techniques
- Documentation & Record Management
- Complaint Resolution
- Cross-functional Team Collaboration