

Dear Sir/Madam,

My name is Anil Baily, from Mumbai. I have over 30 years' experience which includes over 17 years of Sales experience in Domestic and International markets.

I have worked in various fields such as-

- Sales, Marketing and, Business Development, Lead Generation,
- B2B and B2C Sales, Channel Partner and Franchise Development,
- Corporate Sales, at various positions.
- Online and Offline Sales, Inside Sales,
- Training, Marketing strategies, Time Management and Product Promotion,
- Forecasting & Customer Services,

to name a few. I have always over achieved my targets, and guided Teams to achieve their goals.

Currently I'm working as a Sales Manager handling 30 Sales Executives. I have also worked as a consultant for various Companies in the field of Education, FMCG, and Online Trading Apps.

Please find my Resume below. I hope to get an opportunity to work with your organization and assuring you of the best performance at all times.

Regards.

Anil Baily

Resume

Name- Anil Baily

Address- A-14, Shri Ramakrishna Complex

Society, Purnima Chowk, Behind

Maruti Auto Arena, Murbad Road,

Kalyan West.

Thane 421301. Maharashtra

Mobile Number- 9930530235

Email address- anilbaily3@gmail.com

Education- Diploma in Electronics and Communications from Board of Technical

EducationBengaluru. Karnataka.

Work Experience-

- **Linepro Controls Pvt. Ltd. (From June to October 2023)**

Work Profile-

- Lead Generation in Domestic and International markets to find new Customers.
- To explore new markets and avenues for Revenue Growth.
- To generate more business from Existing Customers.
- Win back lost Customers to keep the orders flow going.
- Guide and mentor Team Members.
- Follow market trends and plan accordingly.
- Forecasting, Reporting and CRM management.

- **EMAS International (from Dec. 2022 to Mar. 2023)**

Work Profile-

- Recruitment and Training of Sales Team.
- Lead Generation.
- Looking after Sales and Revenue growth.
- Mentoring Team.
- Sales Closures.
- Maintaining Profit and Loss.
- Reporting.
- **KRS Tech as Business Development for SAAS products (from Oct. 2021 to**

Nov. 2022)Work Profile

- Lead Generation in International and Domestic Markets for SAAS products
- To demonstrate Software and other products to the Customers
- To manage complete Sales Cycle from Lead Generation to closure.
- To manage Team's performance
- To lead Team to achieve Targets.
- **Brown Ray Voyages as Managing Partner (from Mar. 2020 to**

Sept. 2022)Work Profile-

- To generate Leads and closure of Sales in International and Domestic Markets
- To look at advertising revenues
- To handle corporate sales and repeat business
- To look after complete operations of the business
- **Speedways Fleet and Travel Management as Regional Head. (from April 2019 to March2020)**

Work Profile-

- To guide and motivate Sales Team to get new Clients.
- To generate Leads for Sales Team.
- To interact with existing Clients to get more business.
- To close sales negotiations.
- To identify new Corporate Clients.
- To ensure payments are received on time.
- To find new areas of business.

- **Antaeus Rent A Car Pvt. Ltd** which is a B2B Corporate Car Rental Provider, Pan India as Manager Customer Care (Online) (**from May 2016 to March 2019**)

Work Profile-

- To take care of Customer Issues.
- To guide Teams to improve conversion rate.
- To generate more business from existing customers.
- To ensure on time payment from all customers.
- To look after bookings for special International High-Ranking officials during their visit to India.
- To find new market to promote the company for more Business and Revenue.
- To handle team performance, generate Reports, manage Team issues.

Achievements-

- Have single headedly successfully closed deals with major International Online Clients and listed the Company as a Vendor for their Customer's visiting India.
- Have successfully contributed in adding premium corporate firms as our clients.
- Have successfully worked with global suppliers single handily to offer global services for our clients and created a White Label Partnership.
- Have improved the sister concern B2C to improve business up to 300%.

- **WNS Global Services-(from May 2007 to May 2015)**

- From May 2007 to May 2009 as Customer Service Associate.

Work Profile-

- Handling Booking, Sales, Complaint Solving, First Call Resolution for Air, Car, Hotels and Vacation Packages for a major Global Online Travel Agency.
- From January 2010 to March 2011 as Lead Coach.
- Work Profile- Handled Escalated issues, for Consumer Relations Department, also independently handled a Team and facilitated smooth transition from Manual to Automated work environment.
- Managed team day to day Team Operations.

- April 2011 to June 2015 as Assistant Manager.

Work Profile-

- Handling Operational responsibilities, Team Handling, Motivation, Team Performance, Client Reporting, Attending Client Calls, Sales Growth, and Customer Escalation.

- **Achievements-**
- Never missed targets.
- Never missed SLA's.
- Sales Growth
- Least Absenteeism and Attritions in my Teams.
- Completed ISO Documentation and presented 3 ISO Audits successfully.
- Was selected as Top Talent to be groomed for next role.

- **Adventity** - October 2005 to May 2007 as Customer Service Executive. Work Profile- Sales for Dish TV for US Market.

- **Achievements-**
- Always among top performer.

- **Hathway Bhawani Cabletel and Datacom Ltd.**
 - **From December 1999 to Dec 2003** as Manager Operations. Work Profile-
- Installation and Maintaince of Fibre Optical Network for Internet Services.
- Handle Field Sales Team.
- **Achievements-**
 - Developed a Network which is still used as backbone for Internet operations in Chembur, Sion, Kurla areas.

Declaration-

The above information provided is correct and can provide documents about my experience mentioned above.

Regards.

Anil Baily