

# Rahul Roy

Seeking a challenging opportunity to contribute in the growth of better service, performance, discipline, and behavior.

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## EXPERIENCE

### **UNACADEMY, Bangalore— Senior Business Development Executive**

May2020- March 2023

- Source sales opportunities through lead calls, follow-up, and emails
- Understand customer needs and requirements
- Process qualified opportunities further development and closure
- Close sales and achieve monthly quotas
- Research accounts, identify key players, generate interest
- Maintain and expand your database of prospects within your assigned territory
- Perform together with the team to achieve the organization's goal
- Referral Generation.
- Product Conduction
- High Tickets segment (UPSC Category)
- Handlining Team
- Provide weekly training.

### **VIZMO-Visitor Management, Bangalore— Manager-Inside Sales**

July 2019 - March 2020

- Lead generation
- Lead qualification
- Relationship management
- Value proposition
- Enterprise client handling
- Product demonstration
- Data Research
- Worked with Zoho suite

## SKILLS

- Product Knowledge
- Strategic Prospecting
- Report Building
- Active Listening
- Communication
- Qualification questioning
- Time Management
- Counseling
- Conduction
- Referral Generation
- Product demonstration
- Convert low tickets size to high ticket closure
- Team Management
- Sales and CRM Training

## AWARDS

- Quarterly Best Performer - Sales for the Months - April 2022-June 2022. (UNACADEMY)
- Top Performer more than 12 times(UNACADEMY)
- Highest Iconic Revenue-High Ticket Value Subscription (UNACADEMY)

## **IGT Solutions (IndiGo Airlines), Chennai— Process Associate**

June 2018 to June 2019

- Inbound Calls
  - 100+ Escalation Calls/Cases on daily basis
  - Data handling
- Bill Desk
  - Accounting and Bill Desk
- Gate Packing
  - Holiday package sales
- Escalation
  - Handling Technical or Non-Technical cases (International Voice Process - IndiGo Airlines).
  - Reporting of cases as per company policies and client requirements

### **EDUCATION**

**Patna University, Patna— - B.Com**

**Delhi Public School, Bokaro— 12th**

2013- 2015

**Ramakrishna Mission, Katihar— 10th**

2012-2013

● Highest Loan Revenue(UNACADEMY).

● Star Performer - Sales (IGT) for the Months - Nov'18, Dec'18, Feb'19, Mar'19.

● Inter-School Runner-up (Badminton)

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### **LANGUAGES**

ENGLISH,HINDI