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CAREER PROFILE & CAREER OBJECTIVE

Accomplished Sales & Marketing professional having 5 years+ of experience with a successful track record of generating, nurturing and converting leads and providing insights on marketing trends

Objective

Consultant position in Sales wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the firm.

PROFESSIONAL EXPERIENCE

Senior Business Development Manager, NEWBAZAAR TECHNOLOGIES PRIVATE LIMITED (ShopSe) Bangalore June '21 — January '22

- Lead Collection, Lead Validation.
- Promoting ShopSe for business by contact merchants over the call
- Speak to merchantt and understand the need
- Share the email with merchants regarding ShopSe services and information which will help merchants drive the business with no cost EMI .
- Achieved 6 month target 40+ merchant.
- Educating merchants on how to use no cost emi effectively.
- Understand Customer profile who visits merchant outlets and help them to make transaction using no cost emi on debit or credit card.
- Dialing 70+ calls through exotel
- Handle objections and Price negotiation to generate sales revenue.

Senior Inside Sales Manager, Simplilearn Solution Private Limited, Bangalore   June '19 – January '21

- Making the strategies/plans/sales approaches to meet monthly and quarterly targets. Target is **USD10000** and over achieving every month
- Responsible for taking care of outbound calls and sales pitches.
- Took over escalation calls and successfully addressed customer grievances for new joinee
- Handle the leads on the basis of the requirement and provide a clear vision to them.
- Introducing leads to the market scenario in the field of Digital marketing/Data science/Artificial intelligence/ Big Data/Cloud computing.
- Making an end to end deal from the company to clients.
- Ideated and customized popular deals, discounts and product combination offers
- Reporting to ABM/BM after completion of the deals.
- Achieving target every month

Awards and Laurels:

Received 3 times Star Performer Award for consecutive quarters Q2, Q3 & Q4

Key initiatives:

Have wrecked on the PG program with an Average Selling Price of USD2500 to make it successful as it was a new program and sold 5 payments in one month. Handled multiple products i.e. Big Data, Analytics, AI & Machine learning, Cloud Computing & Universities Program and many more.

Senior Admissions Counsellor, Jigsaw Academy, Bangalore   **April '16 – May '19**

- Actively involved in converting leads by working in association with Marketing team
- Cultivated strong business relationships with walk-in customers and enabled conversions
- Took over escalation calls and successfully addressed customer grievances
- Mentored newbie counsellors to help understand processes and meet business goals
- Spearheaded regular training sessions for new hires in collaboration with the QA team
- Proactively established rapport with prospects by providing relevant career guidance and counselling
- Ideated and customized popular deals, discounts and product combination offers
- Responded to queries on Social Media via emails as part of Social Media Marketing effort
- Achieving target every month
- Identifying potential customers in the market
- Comparing products and their substitutes based on a range of criteria
- Selling University program to Indian clients

Awards and Laurels:
Received awards for outstanding performer in 2017 & 2018

Key initiatives:

Handled multiple products i.e. Big Data, Analytics, AI & Machine learning, Universities Program and many more. Successfully achieved my 200% for 2 quarters target in the Big Data category. Implemented multiple sales strategies to ensure the sales growth.

EDUCATION

Swami Vivekanand Subharti University   **2018 - 2021**
BACHELOR OF BUSINESS ADMINISTRATION (Pursuing part-time in final year)

Uttar Pradesh   **2015**

PUC

Technical Skills

- **CRM as a Sales user** : LeadSquared, Salesforce

About me

- **SPORTS :** Cricket

- **LANGUAGES :** English, Hindi