
AAKASH KUMAR

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Objective

To explore the new areas and work in a dynamic stable organization. Work for an organization which provides me the opportunity to improve my skills and knowledge to growth along with organization with objective. To work in an organization which helps to explore an environment to grow.

Experience

- Goswami Packaging Industries** 18th- Jan - 2021 - 25th- Jan- 2022
Sales Executive
 - Good communication with customers.
 - Built and maintained strong relationships with new and existing clients.
 - Coordinating with new customers and introducing them to marketing manager.
 - Analyzed sales metrics and adjusted strategies to meet market demands.
 - Conducted product demonstrations and presentations to potential customers.
 - Provided exceptional customer service and resolved client issues promptly.
 - M/S Creative Hub** 22nd - Dec - 2022 - 17th - Jun - 24
Sales Executive
 - Increased revenue by 10% to 20% over one year.
 - Built strong relationships with key clients, boosting customer retention by 35%.
 - Identified new business opportunities through market research.
 - Adjusted sales strategies based on sales data.
 - Managed sales pipeline and customer interactions using CRM tools.
 - Worked with marketing to create sales materials and campaigns.
 - HDFC LIFE INSURANCE COMPANY LTD.** 24th - Jun - 24 - Present
Business Development Manager
 - Identify and target potential clients in need of insurance services, including corporate clients, SMEs, and individuals.
 - Analyze market trends and competitor activities to refine product offerings and pricing strategies.
 - Build and maintain strong relationships with clients, brokers, and partners.
 - Conduct meetings and presentations to understand client needs and present suitable insurance products.
 - Prepare and present tailored insurance solutions and proposals to meet client needs.
 - Negotiate contracts and close deals in alignment with company guidelines and profitability objectives.
 - Work closely with the underwriting, claims, and finance teams to ensure smooth execution of policies.
 - Monitor sales performance and report regularly to senior management on key metrics, including revenue targets, client acquisition rates, and retention.
 - Use CRM systems to track client interactions, opportunities, and account status.
 - Provide feedback on industry trends, client demands, and product performance to help shape future strategies.
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Education

- Delhi University** 2022
B.COM
 - C.B.S.E** 2019
12th
 - C.B.S.E** 2017
10th
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Skills

- Sales Strategy Development Business Development Customer Relationship Management (CRM) Market Analysis Negotiation & Closing Deals Sales Forecasting Team Leadership & Training Product Knowledge Communication & Presentation Skills CRM Software (e.g., Salesforce, HubSpot) Strong knowledge of insurance products (life, health, property, casualty, etc.). Excellent interpersonal and communication skills. Proven ability to build and maintain client relationships. Negotiation and closing skills.

Languages

- Hindi - Spoken and Written fluently
- English - Spoken and Written fluently

Personal Details

- Date of Birth : 21-Mar- 2000
- Marital Status : Single
- Religion : Hindu
- Gender : Male