

Himanshu Pal

inside sales executive

Conduct outbound calls to potential customers in the designated market .Develop new business opportunities through lead generation and prospecting. - Build and maintain strong relationships with clients. - Identify customer needs and recommend appropriate products or services.



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📍 F-10 A west jawahar park laxmi nagar delhi-92, new delhi, india

📅 17 July, 2001

WORK EXPERIENCE

Inside sales

MFM management services PVT LTD.

09/2021 - 10/2022

Achievements/Tasks

- The responsibilities and duties section is the most important part of the job description. Here you should outline the functions this position will perform on a regular basis, how the job functions within the organization and the title of the manager the person will report to.

SME at Inside sales

logifinn services PVT LTD.

11/2022 - 10/2023

Achievements/Tasks

- Achieved the business sales target, . Expand the clientele based through networking, business referral, constant follow-up, cold - calls & etc. Attend to all customer enquiries.

Inside sale

Adj Utility Apps Private Limited (Khatabook)

11/2023 - Present

Achievements/Tasks

- Source new sales opportunities through inbound lead follow-up and outbound cold calls.
- Route qualified opportunities to the appropriate sales executives for further development and closure.
- Maintain and expand your database of prospects within your assigned territory.

EDUCATION

10th

Central board of secondary education

2016

12th

Central board of secondary education

2018

B. Com Graduation

University of delhi

2024

SKILLS

Product knowledge

Active listening

Communication

Time management

Problem solving

Sales abilities

Close sales

Understanding customer needs

COURSES

Basic Knowledge of computer

basic knowledge of Microsoft office

HOBBIES

Listening songs

Travelling

Cricket

LANGUAGES

English

Professional Working Proficiency

Hindi

Native or Bilingual Proficiency

DISCRIPTION

All the information shared in the resume is correct, and I take full responsibility for its correctness. I solemnly declare that the information in this resume is true to the best of my knowledge and belief.