



SUMMARY

Persuasive, self-motivated Leadership professional with expertise in expanding network connections. Skilled at introducing products, educating clients and implementing pricing strategies. Specializes in developing new territories and discerning customer needs to deliver solutions.

EDUCATION

IEC University

Bachelor's in Arts
07/2016 - 07/2019,

O level (JUNIOR PROGRAMMER)

NIELIT
07/2018 - 07/2018,

SKILLS

- Team Handling Skills
- Problem Solving
- Decision Making
- Strategy Building
- Time Management
- CR Software LeadSquare Salesforce
- MS PowerPoint & Advance Excel
- Conflict Resolution

PERSONAL ATTRIBUTES

- Quick learner
- Ability to work in both teams oriented as well as self-directed environments.
- Enthusiastic and ability to work under pressure.

PROFESSIONAL EXPERIENCE

AGM Sales

Madhyam Estate Linkers Pvt. Ltd.
09/2023 - Present,

Achievements/Tasks

- Developing and implementing sales strategies to achieve targets and increase revenue.
- Managing and leading a sales team, including recruitment, training, and performance evaluations
- Building and maintaining strong client relationships
- Analyzing market data, forecasting sales, and providing reports to senior management
- Collaborating with cross-functional teams and conducting market research
- Negotiating and closing deals with clients
- Managing budgets, expenses, and optimizing costs - Staying updated with industry trends and regulations

(Team Leader)

Think and learn Pvt. Ltd. (BYJUS)
11/2021 - 08/2023

Achievements/Tasks

- Making calls to customers for scheduling meetings.
- Handling team 4-5 people from calling to revenue generation.
- Building a good Relation with the customer for development of business.
- Counseling kids and processing their Admission.
- Processing All the financial work for the customer.
- Retaining the order to avoid RCN.
- Maintaining Weekly Targets to ensure a Good WRPS.

TECHNICAL COMPETENCIES

- Operating System – Window 10, Window 8, Window 7, Windows XP
- Worked on C, C++, HTML, and SQL.
- Google Sheets
- Google drives
- All basic internet tools and CRM Softwares

Junior Merchandiser (B2B)

Ahujasons Shawlwale Private Limited

05/2019 - 02/2020

Achievements/Tasks

- Communicate with international buyers and making deals.
- Help individuals with the resources needed to reach personal goals.
- Maintain a good relation with clients for generation of more orders.
- Mailing and taking charge for inventory management.

Event Manager (B2B)

Viabolsoft Solutions Private Limited

12/2016 - 02/2019

Achievements/Tasks

- Prepare legal documents of international clients.
- Communicate with international clients for business related queries.
- Organize the perfect schedule of the working staff.
- Monitoring clients and team in terms of Events.
- Handling the team work for 40-50 people