

RESUME

F-1/273, Batra Hospital
Sangam Vihar, New Delhi-110062
surajgupta.bd@gmail.com
Mob:8750613261

SURAJ KUMAR GUPTA : Sr. BDE

Exp.: 9 Years

Career Objectives

To be the part of leading organization and have opportunity to learn and grow with the same to achieve organization goal, its mission & vision

Strengths

Good with people: Enjoy working in sole or team: Good team player: Love to work under deadline:
Passion for excellence: Positive attitude: Self-belief, Self-confidence and Target oriented

Work Experiences

March 2023 – May 2024

Worked in VIRAT Special Steels as Sr. BDE for B2B Enterprises and Channel Sales. The company is located in Gurgaon, Haryana
Work profile includes sales and marketing of Tool & Die steel metals through direct B2B & channel sales

October 2019 - February 2023

Worked in Ceasefire Industries Pvt Ltd as Business Development Executive (BDE) Corporate Sales for B2B Enterprises. The company is located in Noida, UP
Work profile includes sales and marketing of Fire Safety products and services to SME clients

April 2015 - August 2019

Worked in Den Networks Pvt Ltd as Sales Executive (SE). The company is located in Okhla, New Delhi.
Work profile includes B2C Direct sales of Internet Broadband Wi-Fi products & services to clients.

Roles & Responsibilities

- ❖ Plan, develop and execute marketing & sales strategies for assigned territories to identify prospective leads
- ❖ Identify & pursue new business opportunities through geographical mapping within territory
- ❖ Leads generation through online and offline sources
- ❖ Manage entire sales cycle from leads acquisition, prospecting to meeting, deal negotiation & finally deal closer(PO) and dispatch
- ❖ Visit qualified & prospective leads for a meeting at their premises across PAN India & Delhi/NCR
- ❖ Understand clients need & requirement to provide better solution to their business applications

- ❖ Attend, qualify and convert inbound calls/leads/inquiry into opportunities and take them to closure
- ❖ Follow-ups and regular engagement with prospective & qualified leads
- ❖ Provide after sales support to new & existing clients ensuring full satisfaction and retention
- ❖ Stay updated with industry trends and competitors activities in order to meet ongoing business needs
- ❖ Showcase the demo/sample of company products to potential and interested leads
- ❖ Maintain accurate reports of sales plan, field activities, clients interactions and progress towards target on weekly, fortnightly and monthly basis and review with seniors
- ❖ Work with cross functional teams and departments for smooth functioning
- ❖ Ensure the availability of stocks for order dispatch and logistics with operation team
- ❖ Plan & organize events/seminars for clients meet-up and products showcase
- ❖ Involve in payment/outstanding collection from the clients
- ❖ Share Quotation and PI and get PO from client for order booking
- ❖ Interaction with L&T Sufin team for lead/RFQ generation & stock management through portal
- ❖ Manage entire sales leads through CRM/ERP and dropbox online cloud tool

Skills

Business Development: Direct Field Sales: B2B SME & Industrial Sales: Channel/Dealership Sales: Cold Calling: Key Account Management: Suspecting and Prospecting: Approaching & Meeting: Presentation Skills: Negotiation and Convincing: Objection Handling: After Sales Support: Lead Generation & Acquisition: CRM/ERP Software: Funnel/Pipeline Management: Market Research & Analysis: Sales Strategies Planning: Identify Business Opportunities: Time Management: Inbound and Outbound Calling: Corporate Communication: Client Profiling: Follow-ups & Engagement: Logistics & Dispatch: Client Feedback & Retention: Sales Reporting: L&T Suffin : Quotation, PI & PO : Dropbox : Team Work

Academic Qualification

Graduate in Information Technology (BScIT) under the affiliation of Sikkim Manipal University, India
 +2 under the affiliation of Higher Secondary Education Board (H.S.E.B.), Nepal
 10th under the affiliation of Nepal Board, Nepal

Personal Profile

Father's Name	Late Gauri Shankar Sah
Permanent Address	Ward No 13, illaram Chowk, Bettiah, India
DOB	08/02/1983
Nationality	Indian
Religion	Hindu
Marital Status	Married
Language Known	Hindi, English, Nepalese

Declaration

I, hereby, declare that the information given here by is correct to the best of my knowledge and will be responsible for any discrepancy.

Thanks !

