

Chandan Verma

Key Accounts Manager



Key skills

- Account Management
- Client Relationship Management
- Problem Solving
- Lead Generation
- Communication Skills
- Negotiation
- Market Research and Analysis
- Microsoft Excel



Personal Information

City **New Delhi**
Country **INDIA**



Hobbies

- Watching Movies
- Cooking



Languages

- English
- Hindi



2 Years 7 Months



(+91) 9554189583



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mail.com



Profile Summary

A dedicated, results-driven professional with a strong focus on revenue growth and building lasting client relationships. Skilled in strategic planning, negotiation, and effective problem-solving, with a proven track record of exceeding sales targets and maximizing account profitability. I prioritize customer-centric approaches, excelling in understanding and anticipating client needs, and delivering tailored solutions to enhance satisfaction and loyalty.



Education

B.A, 2021

Deen Dayal Upadhyay Gorakhpur University
(DDUGU)



Work Experience

Aug 2023 - Mar 2024

Key Accounts Manager
Safexpress Private Limited

- Building and maintaining strong relationships with clients.
- Understanding client's needs and objectives to provide tailored solutions.
- Acting as the main point of contact for clients, addressing any issues or challenges that arise, and ensuring they are resolved quickly to maintain client satisfaction.
- Developing strategic account plans to achieve growth targets and maximize revenue.
- Negotiating contracts and agreements with clients.
- Creating detailed reports on account status, sales activities, and forecasts for senior management.
- Collaborating with internal teams to ensure client satisfaction and successful delivery of services.
- Monitoring market trends and competitors to identify opportunities for business development.
- Conducted regular business reviews and presented performance reports to clients, identifying opportunities for improvement.

Oct 2021 - Aug 2023

Retail Sales Executive

DHL Express India Private Limited

- Resolving customer queries regarding Export and Import.
- Responsible for B2B and B2C lead generation along with scheduling and documentation of international shipments.
- Cold calling on given leads.
- Ensure company products, services, rates, policies and operational changes to customers promptly.
- Interacting with industrialists regarding the scheduling of Import and Export of commercial shipments.