



# Shivam Mathur

Accomplished sales and marketing expert who consistently achieves goals and boosts income. Skilled at creating smart marketing plans, running sales efforts, and forming solid client connections. Good at using a mix of creative online marketing and regular sales methods to get more people to know about a brand and buy its products.

## Experience

### Policy Bazaar.com (April 2024 - Ongoing)

#### Consultant

- I sell health insurance to motor vehicle consumers; it's a cross-selling process, as well as deal with B2b also but I do well and clinch the sale successfully.
- Connect to the consumer through matrix, we have the ability to share the screen with the customer and finish the business in a positive manner.
- In cross-selling and B2b, we make the consumer interested first, and then we can sell and handle the queries quickly and seamlessly.

### Lenskart Pvt LTD. (Aug 2023 - April 2024)

#### Sales Associate

- I quickly find solutions for clients' problems, transforming challenges into chances for success.
- I keep thorough records to monitor my team's progress and sales performance.
- Oversaw the upkeep of precise documentation and reports to track sales indicators and evaluate the success of the team.

### 360 Realtors LLp (Internship) (Feb 2023 - May 2023)

#### Sales Executive

- Provide outstanding customer support via various channels (phone, email, chat), addressing inquiries, resolving issues, and ensuring customer satisfaction.
- Build the relationship with B2b clients and collaborate with our services and offer the our new products.
- Document customer interactions, inquiries, and resolutions in CRM system for future reference and analysis.
- Collaborate with cross-functional teams to escalate and resolve complex customer issues, ensuring timely and effective resolution.

### Maruti - Suzuki (Internship) (Dec 2022 - Jan 2023)

#### Marketing Intern

- Solid understanding of sales and marketing principles, gained through coursework and academic projects.
- Excellent verbal and written communication skills, with the ability to articulate ideas clearly and persuasively.
- Strong analytical and research abilities, capable of gathering market intelligence, analyzing data, and identifying trends.
- Proficient in using various marketing tools and software, including social media platforms, email marketing, and CRM systems.

### Phone

6397845174

### Email

Shivammathur1258gmail.com

### Address

Gurgaon

## Education

2021-2023

### MBA

GD goenka University

2018-2021

### B.com

Krishna Degree College

2017-2018

### Class XII

Kendriya Vidyalaya No. 2

2016-2017

### Class X

Kendriya Vidyalaya No. 2

## Expertise

- Ms-Powerpoint
- Content creator
- Client Relationship Management
- Ms-excel
- Social media marketing
- Market researcher

## Language

English

Hindi

**Care health Insurance (Internship)** (June 2022 - Sept 2022)

**Market researcher**

Strong knowledge of research methodologies, data collection techniques, and analysis tools.

Proficient in using market research software, statistical analysis software, and data visualization tools.

Excellent analytical and critical thinking skills, with the ability to translate complex data into meaningful insights.

Solid understanding of consumer behavior, market trends, and competitive landscapes.

Strong written and verbal communication skills, with the ability to effectively present research findings to stakeholders.