

CURRICULUM VITAE

Anurag Singh Solanky

Prithviraj Chauhan Chowk,
Chhalera Bangar, Sector 44,
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201303

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Professional Summary

Results-oriented sales professional with 4 years of experience in consumer products and a proven track record of exceeding monthly sales quotas. Highly skilled at creating new relationships and maintaining strong customer relations to generate repeat business. In-depth knowledge of effective sales strategies and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal- and team-oriented with strong leadership skills and a commitment to team quotas.

Highlights of Qualifications

- Strong accomplished Sales experience with progressive career advancement and increasing levels of responsibility
- Good expertise in B2B sales and account management
- Thorough knowledge of the financial industry
- Strong executive presence, active listening, client preparedness, and presentations skills
- Excellent relationship management skills
- Ability to interpret marketplace needs and translate them into products and services
- Ability to achieve sales and sales activity goals within the spirit of the company Code of Ethics.

Professional Experience

Business Development Manager
HDFC LIFE
Mayur Vihar
07/2022 to present

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking, and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Negotiate/close deals and handle complaints or objections

Sales Executive
Bada Business Pvt
LtdDr. Vivek Bindra
Noida sector 16
03/2021 to 06/2022

- Developing new relationships.
- Planning and achieving sales objectives against specific sales activities.
- Executing general territory sales plan and exceeding sales goals.
- Identifying products with the greatest growth potential.
- Preparing sales call reports.

Field Sales
Executive
Synchrotech India
Agra.
04/2017 to 01/2020

- Updated sales associates on new product specifications
- Retain existing customers by reaching out to ask about their experience with our software
- Collaborated with coworkers and associates to build new client lists
- Sent promotional emails to customers about new software products
- Attend team meetings to develop sales strategies
- Handled customer service issues.
- Minimized sample and promotional material expenses.
- Responsible for utilizing company contact lists to generate revenue.

SKILLS

- Ability to deliver attentive, knowledgeable, confident, and prompt phoneservice
- Excellent ability to work as a part of a team
- Strong commercial skills including the ability to negotiate and influence
- Technological proficiency: established knowledge of the Web and basic software programs and applications
- Expert knowledge of the selling process and effective sales techniques.
- Social Media (Facebook, Twitter, LinkedIn, etc.)

EDUCATION

- P G in Journalism & Mass Communication from Dayal Bagh Educational Institute (Deemed University) Agra in 2014
- Graduation (Bachelor in E. Com.) from Agra University Agra in 2010 (73%)

Professional Snapshot

MS Office (MS Word, Excel, MS PowerPoint) Corel Draw, Photoshop. Blogging, Content management systems, Video Conferencing, Online researching, Editing documents, Creating presentations, and Creating spreadsheets Using word processing documents.

Personal PROFILE

Name: Anurag Singh Solanky
Father's Name: Mr. N. S. Solanky
Nationality: Indian
Date of Birth: 19-Sep-1990
Hobbies: Reading books, Teaching. , Travelling.
Languages Known: English and Hindi.
Accepted Salary: Negotiable

Place: Agra

Date:

(Anurag Singh Solanky)

Dear Hiring Manager,

In the business world, having a strong, clear relationship with your clients is critical to overall success. I would like to bring my considerable skills in communication, sales negotiation, and account management to a position as a sales executive with your company.

With more than 4 years of experience, I am highly skilled at lead generation, determining client needs, and all aspects of high-level sales. In addition, my diverse positions have allowed me to specialize in negotiation and planning, and I consistently exceed business goals.

The advertised role requires a high level of experience cultivating sales Relationships from the ground up. I'm pleased to say that I am exceptionally skilled at developing new opportunities through diverse methods, including coldcalling and online professional networking. My hands-on talents also include developing territory plans and creating and delivering executive-level business presentations.

I offer a unique combination of sales and communications skills that I believe make me an ideal fit for your sales executive position. Please see my attached resume. I would love to meet and discuss this job opportunity further.

Thank you.