



DIVYANSHU GUPTA

SALES MANAGER

PROFILE

Results-oriented Sales Manager with a demonstrated history of surpassing revenue goals and driving business expansion. Aiming to lead high-performing sales teams, apply strategic sales approaches, and cultivate client relationships. Seeking a challenging role to leverage my leadership skills and contribute to a company's success through effective team management and innovate sale strategies.

CONTACT

7905559859
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EDUCATION

- BACHELOR OF TECHNOLOGY
UIET CSJM University
Kanpur

SOFT-SKILLS

- Sales Projection
- Team Management
- Revenue Generation

LANGUAGES

- Hindi , English

EXPERIENCE

SD EMPIRE ED-TECH PVT. LTD.

(SALES MANAGER) JAN 2024 - OCT 2024

- Lead a team of 80 people along with 4 Team Leads and 2 QA, overseeing resource management, lead management, sales, and data management using Excel and Google Sheets
- Develop and implement productivity and sales strategies (Inbound / Outbound), including data forecasting and conducting audits, to optimize performance Having In-depth Knowledge of CRM like Salesforce, Ameyo and Exotel Managing different Stakeholders and coordinate with them for revenue boosting as well as for new initiatives

PW (PHYSICS WALLAH PVT. LTD.)

(ASSOCIATE MANAGER) Mar 2023 – Jan 2024

- Lead a team of 25 people, overseeing resource management, lead management, sales, and data management using Excel and Google Sheets.
- Develop and implement productivity and sales strategies, including data forecasting and conducting audits, to optimize performance.
- Resolves real time issues of calling campaigns using Metabase and other tools from backend

Extramarks Education India Pvt Ltd |Jan 22 -Mar 23

(ASSISTANT MANAGER)

- Managed a team of 12 people, focusing on sales strategy development, lead identification, and conducting audits for performance evaluation.
- Generated the highest revenue twice during the tenure

Extramarks Education India Pvt Ltd |Nov 20 - Jan 22

(BUSINESS DEVELOPMENT EXECUTIVE)

- Generating sales through inbound and outbound calls
- Using CRM softwares such as NPF, LeadSquared
- Find new sales opportunities through great negotiation skills
- Finding customer needs and handling objection
- Achieving team's required KRA and targets.

TECHNICAL SKILLS

- Google Sheets
- MS Excel
- MS word
- CRMs
- Data Management