

CURRICULUM VITAE

AKHILESH YADAV

1137 Ground floor, Mahavira Apartment, Sec-29, Noida

Email:akhilesh1094.y@gmail.com

Mobile No.:70737052474

OBJECTIVE-

To work in a reputed organisation which provide me ample opportunities to excel in my profession and contribute effectively to the growth of organisation.

EXPERIENCE-

My Money Mantra (Raaj Khosla & Co Pvt Ltd)

Inside Sales Executive (Business Loan)

June 2023 - Feb 2024

- Identify and qualify potential leads through outreach methods, including cold and warm calling.
- Develop and maintain relationships with clients to understand their financial needs and provide appropriate solutions.
- Collaborate with the sales team to develop and implement effective sales strategies to meet or exceed targets.
- Manage follow-up communications with prospects and clients to ensure satisfaction and address any questions or concerns and deal closure.
- Educate clients on financial products and services, ensuring they have a clear understanding of offerings.

Infocom Network Pvt ltd Tradeindia.Com

Key Account Manager GD-CRM(Getdistributors.com)

Feb 2024-Present

- Develop and maintain strong relationships with key clients, ensuring their needs are met and exceeded.
- Create tailored strategies for key accounts to drive growth and maximize customer satisfaction.

- Identify opportunities for up selling and cross-selling, aligning products and services with client objectives.
- Monitor account performance, analyzing sales metrics and client feedback to refine strategies.
- Serve as the primary point of contact for key accounts, addressing inquiries and resolving issues promptly.
- Work closely with internal teams (marketing, product, customer service) to deliver solutions that meet client expectations.
- Manage contract renewals and negotiations to ensure mutually beneficial agreements.
- Provide training and resources to clients on product usage and best practices to enhance their experience.
- Prepare and present regular reports on account status, opportunities, and challenges to senior management.

CAREER HIGHLIGHTS

TRADEINDIA.COM- Certificate of Appreciation for **Top Performer** for June, July & August 2024

EDUCATION

QUALIFICATION	SCHOOL/COLLEGE	YEAR	PERCENTAGE
Graduation :Bachelor of Arts	Veer Bahadur Singh Purvanchal University,Jaunpur	2020-2023	65%
Intermediate	R.L.B Memorial Senior Secondary School,Lucknow	2010	67.2%
High School	R.L.B Memorial Senior Secondary School,Lucknow	2008	73.6%

COMPUTER SKILLS

- Ms Excel
- Ms word
- PowerPoint Presentation
- Basic knowledge of computer

SUBJECTIVE SKILLS

- Strong relationship-building and interpersonal skills.
- Excellent negotiation and communication abilities.
- Proficiency in CRM software and sales tools.
- Strategic thinking and problem-solving skills.
- Ability to work independently and collaboratively in team.

PERSONAL DETAILS

Father's name- Ram Chet Yadav
Date of Birth- 10-04-1994
Sex- Male
Marital status- Unmarried
Language known- English, Hindi, Nepali, Awadhi
Nationality- Indian
Hobbies – Travelling, listening music.

DECLARATION:

I hereby declare that the contents of my above resume are true and correct to the best of my knowledge and nothing has been falsely stated.

DATE:
PLACE:

Signature