



NEERAJ SHARMA

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SKILLS

- ✚ Sales Development
- ✚ Product or Service expertise
- ✚ Marketing understanding
- ✚ Team Development
- ✚ Customer Needs Assessment
- ✚ Multi-tasking strength
- ✚ Problem-solving skills
- ✚ Time Management
- ✚ Goal-Oriented
- ✚ Relationship Building

SUMMARY

Results-driven Senior Sales Executive recognized for productivity and efficient task completion. Specialize in strategic planning, customer relationship management, and market analysis. Excel in negotiation, communication, and leadership to drive sales growth and client satisfaction. Committed to leveraging these skills to achieve targets and contribute to team success. Dedicated and adaptable professional with a proactive attitude and the ability to learn quickly. Strong work ethic and effective communication skills. Eager to contribute to a dynamic team and support organizational goals.

WORK EXPERIENCE

DESIGNATION: - Senior Sales Executive

DOJ: - 07/2021 - 12/2022

Impulse Technology

KRA's

- ✚ Conducted product/service presentations to showcase capabilities to potential customers.
- ✚ Analysed customer data to identify trends in buying behavior, preferences and needs.
- ✚ Maintained strong relationships with existing clients by providing prompt responses to inquiries and resolving any issues.
- ✚ Collaborated with marketing team to develop promotional materials and campaigns for target markets.
- ✚ Monitored competitors' activities in order to maintain current knowledge of market conditions.
- ✚ Expanded new business with implementation of effective networking and sales strategies.
- ✚ Enhanced sales by presenting customers with specific solutions.
- ✚ Provided detailed and accurate sales forecasts to senior management.
- ✚ Used excellent verbal skills to engage customers in conversation and effectively determine needs and requirements.

DESIGNATION: - Subject Matter Expert

DOJ: - 01/2023 To till Date

Paisa Bazaar Marketing & Consulting Pvt Ltd.

KRA's

- ✚ Assisted customers in understanding their financial needs and objectives, and recommended appropriate loan products.

- ✚ Provided detailed explanations of loan terms and conditions to ensure customer satisfaction with the product.
 - ✚ Processed loan applications in a timely manner according to established procedures.
 - ✚ Ensured accuracy of all data entered into computer system related to customer accounts and transactions.
 - ✚ Obtained necessary documentation from customers for loan applications, including credit reports, tax returns, pay stubs, bank statements, and other applicable documents.
 - ✚ Met monthly performance goals set by management related to loan origination volumes.
 - ✚ Located and suggested loan packages that met client needs and priorities.
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EDUCATION

✚ **MBA (Marketing)**

Completion: 05/2023

University: Indira Gandhi National Open University

Percentage: 80%

✚ **BBA (General)**

Completion: 05/2013

Institute: Lingaya's Lalita Devi Institute of Management and Sciences

University: GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY

Percentage: 69.37%

✚ **Senior Secondary**

Completion: 05/2010

School: Red Roses Public School

Board: Central Board of Secondary Education

Percentage: 53.02%

✚ **Higher Secondary**

Completion: 08/2008

School: Red Roses Public School

Board: Central Board of Secondary Education

Percentage: 58.05%

PERSONAL INFORMATION

- ✚ Date of Birth: 10/14/91
 - ✚ Nationality: Indian
 - ✚ Marital Status: Single
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ATTRIBUTES AND STRENGTH

- ✚ Awareness towards Responsibility, Accountable and Commitment.
 - ✚ Awareness towards Quality and Productivity.
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LANGUAGES

- ✚ English
 - ✚ Hindi
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HOBBIES AND INTERESTS

- ✚ Developing Social Network
- ✚ Reading Newspaper/Magazines
- ✚ Gathering information about new companies
- ✚ Playing Cricket, Football, Basketball etc.

PROJECTS UNDERTAKEN

✚ MARKETING STRATEGIES OF HERO HONDA

Worked on Personality Development & Communication Skills Project in 3rd semester of Graduation program (BBA)

✚ MARKETING STRATEGIES OF BAJAJ AUTOMOBILES PVT LTD.

Worked on a Summer Training Project at Okhla Industrial Area, Phase-II, New Delhi under Sales and Marketing Team and learnt various sales and marketing strategies to develop the business.

ACCOMPLISHMENTS

- ✚ Awarded star of the month award by Paisa Bazaar organization consecutively two times in a row.
 - ✚ Promoted to senior Post within a short term.
 - ✚ Got rewards and appreciation in contests run by the organization.
 - ✚ Hit and exceeded department KPIs for 5 months in a row.
 - ✚ Improved product sales by overachieving my target every month which led to an increase in my monthly incentives.
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ACTIVITIES AND HONORS

- ✚ Assessed loan requests and evaluated the needs of clients seeking loans.
 - ✚ Respected the confidentiality and privacy of the client's finances & handled loan rejections with professionalism and helpfulness.
 - ✚ Worked collaboratively with the banker to ensure the accurate assessment of loan conditions.
 - ✚ Carefully reviewed all the loan documents to ensure their compliance with policies.
 - ✚ Remained informed and up to date of new policies introduced by banks regarding Personal loan.
 - ✚ Worked to provide better service on daily basis.
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CERTIFICATIONS

- ✚ Got certificate for Employee of the month in Gold and Platinum Que through Paisabazaar.com on 22nd May 2024 by Business unit head of personal loan department.
 - ✚ Awarded a Trophy for "Star of the month" by Regional Sales Manager of Bajaj Fiserv one of our channel partner in Personal loan section in July 2024 for achieving highest target of 1cr through Bajaj only in Delhi spam.
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DISCLAIMER

I hereby declare that the information furnished above is true to the best of my knowledge and I am also confident of my ability to work in a team.

(NEERAJ SHARMA)