



Atul Shivam

Inside sales Representatives

PROFILE

Performance-driven Inside Sales Representatives bringing 10+ Months of experience driving business development objectives through high-quality lead generation, qualifying B2B prospects and closing the deal. Personable, creative, and expert communicator skilled at building positive rapport and long term relationships

EXPERIENCE

Inside Sales Representatives.

01/2023 - Present

Microworld Infosol Pvt Ltd - Faridabad, India

- Outreach to Potential clients using company data and social selling through LinkedIn Sales
- Understanding customers' needs and requirements.
- Identifying potential customers and maintaining them in Zoho CRM.
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and Emails.
- Closing the deal with all the possible efforts by telephone and email conversation.
- Research accounts, identify key players and generate interest
- Working with the channel partners to build pipeline and close deals
- Responsible for collaborating with Microsoft and customers on potential leads
- Handling Pan India, B2B for all Microsoft License and Microsoft Azure License.
- Skilled in sales of Microsoft Azure.
- Ensuring timely closure on before deadline.
- A consuming desire to learn new technologies and solve problems.
- Worked on extension of existing contract and additional scope of services.

Associate Product Analyst

09/2021 - 11/2022

Precision Pyramid Pvt Ltd - New Delhi, India

Monitor Product Performance

- Interact with various users of products of organization to measure the product performance in terms of feedback

Research and development of competitor products.

- Evaluate the company products and compare our products with the competitor products

Gather information and Functional Documentation.

- Understanding the clients requirements from the functional team and indulge in the preparation of BRD & FRDs and interact with the technical team and help them in the developing the same.

Maintain Strong Customer Relationships.

- Always interact with existing clients over calls, mails and personal understanding and take regular feedback of our system which help in planning for the products.

Lead the Team in Sprint Planning.

- Lead the team to decide and plan the tasks to include in monthly development sprint planning.

Testing of Products and UAT.

- Assist the product testing team to create the cases and doing ADHOC testing & Also help team in UAT.

CONTACT

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EDUCATION

2019-2021

PGDM

Apeejay School of Management

2014 - 2017

B.A HONS

Lalit Narayan Mithila University

2014

SR. SECONDARY

Lalit Narayan Mithila University

SKILLS

Lead Generation

Business development

Account Management

Relationship Building

Communication & writing skills

Microsoft Office