

AKSHYA YADAV

SALES EXECUTIVE



ABOUT ME

Dynamic and results-driven Sales Executive with a proven track record in the Agriculture and Grain industry. Adept at building and nurturing client relationships, driving sales growth, and exceeding revenue. Possesses a deep understanding of the agricultural market, along with excellent communication and negotiation skills. Committed to delivering exceptional service and fostering long-term partnerships.

EDUCATION

BACHELOR OF ARTS

ART STREAM, 2015-2018

University Of Kota, Kota
Rajasthan

SENIOR SECONDARY (12th)

ART STREAM, 2013-2014

Board of Secondary Education,
Rajasthan

HIGH SCHOOL (10th)

2011-2012

Board of Secondary Education,
Rajasthan

CONTACT

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ADDRESS: Road No.2, Near Kidzee
school, Nakoda Colony, Baran,
Rajasthan.

EXPERIENCE

SALES EXECUTIVE

STAR AGRIWAREHOUSING AND COLLATERAL MANAGEMENT
LIMITED, NEW DELHI, **1 JULY 2021 - 31st January 2024.**

- Spearhead the sales efforts in the Agriculture and Grain category, consistently exceeding annual sales.
- Develop and maintain strong relationships with key clients, understanding their needs and providing Best quality Products.
- Collaborate with cross-functional teams to ensure seamless delivery of products and services, resulting in high customer satisfaction.
- Conduct market research to identify trends, competitive landscape, and potential business opportunities.
- Implement strategic sales plans to penetrate new markets and expand the customer base.

ASSISTANT SALES REPRESENTATIVE

ORIGO COMMODITIES INDIA PVT. LTD. NEW DELHI
1 DECEMBER 2019 - 28 JUNE 2021

- Played a pivotal role in the sales team, assisting in customer acquisition and retention strategies.
- Successfully managed a portfolio of clients, addressing their inquiries, resolving issues, and ensuring overall satisfaction.
- Collaborated with the warehouses team to grain loading and unloading & Stock database Management.

AGROWAREHOUSE SUPERVISOR

ARYA COLLATERAL WAREHOUSING SERVICES PVT. LTD.
BARAN CITY, RAJASTHAN, **1 JULY 2018- 5 NOVEMBER 2019**

- Inventory Management: Ensure accurate and timely recording of Grains inventory levels.
- Implement and maintain effective inventory control measures to minimize discrepancies.
- Optimize warehouse storage space to accommodate seasonal variations in stock levels.
- Quality Assurance: Oversee the inspection of incoming agricultural products for quality and compliance with established standards.
- Implement and monitor quality control processes to ensure the integrity of stored products.
- Collaborate with relevant stakeholders to address and rectify quality issues promptly..

SKILLS	ACHIEVEMENTS
<ul style="list-style-type: none"> ☞ Sales and Negotiation ☞ Client Relationship Management ☞ Market Research and Analysis ☞ Strategic Planning ☞ Product Knowledge in Agriculture and Grain ☞ Communication and Presentation ☞ Team Collaboration, 	<ul style="list-style-type: none"> • Recognized as the Top Sales Performer for consecutive quarters at STAR AGRIWAREHOUSING AND COLLATERAL MANAGEMENT LIMITED, NEW DELHI • Played a key role in the successful sales team, assisting in customer acquisition, contributing to a 20% increase in overall sales at ORIGO COMMODITIES INDIA PVT. LTD. NEW DELHI
	CERTIFICATION
TECHNICAL SKILL	Certified Sales Professional (CSP)
<ul style="list-style-type: none"> ☞ Microsoft Office Suite ☞ MS Word, MS Excel ☞ MS PowerPoint ☞ (CRM) Systems: ☞ WebERP, Cliper ☞ eNAM 	PERSONAL DETAILS Father's Name : Shri JagdishYadav Date of Birth : 26-07-1996 Nationality : Indian Sex : male Marital Status : Un-Married Languages Known : Hindi, English. Interest Areas : Dance, Singing, Talking to people, Traveling

DECLARATION

I hereby declare that the above statements are true to the best of my knowledge and belief.

Date:

Akshya Yadav

Place:

