

ANSHUL KHARE



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CAREER OBJECTIVE

As an MBA Working Professional & B.E. Graduate, I am Seeking a Role to Utilize my Interpersonal Skills to Achieve the Goals of the Company that Aims at Customer Satisfaction and Customer Experience and Solve Issues in an Effective/Creative Manner in a Challenging Position.

I Am Having an Experience of 2 Years in Business Development, Marketing & Sales Field. Enthusiastic and reliable Sales Associate, dedicated to providing excellent customer service with a smile. Organized, detail oriented, and experienced in properly handling customer inquiries and transactions. Dedicated to increasing sales by providing the ultimate customer experience.

WORK EXPERIENCE

KOENIG SOLUTIONS PVT LTD

➤ **Worked as Customer Success Manager from April 2023 – October 2023**

Job Roles & Responsibilities

- Inside Sales Management – Managed and Achieved regular month individual targets and generated True Net Revenue per month between 2-5 lacs from Individual clients & between 10-15 lacs from Corporate Clients.
- Account Management - Handling and maintaining the existing client accounts and giving services to them regularly
- Data Collection & Data Analysis – Managed Data of multiple clients and corporates who are regular or past partners of Koenig Solutions. Doing Data Analysis on daily basis to approach the corporates and individual leads to maximize the sales and generate net revenue.
- Research Skills - Finding new and potential corporate as new prospects via linked in, emails or cold calling the previous leads contacts.
- Written Communication - Approaching new and existing clients for having meeting with us via appropriate emails & texts.
- Visual Communication - Setting up the meetings for new and existing clients to give demos of the services and products to generate sales.
- Cross-Cultural Communication- Communicating appropriately with different clients of multiple countries and regions domestic as well as international to make them feel connected and generate sales.
- Corporate Development- Building new corporate relations by reaching out to them. Organizing demonstration meetings and highlighting the main key benefits of getting services from Koenig.
- Sales, Marketing & Negotiation- Working on the existing leads to convert them, Taking regular follow ups, Trying to find new leads and clients, Doing corporate meetings, Corporate Communications with the Right person, Building strong connections, Negotiating with individual Clients as well as Corporate clients to convert them into potential regular customers.

BERGER PAINTS INDIA LIMITED

- **Worked as SENIOR SALES OFFICER/BUSINESS DEVELOPMENT (SSO) Since May 2022 to April 2023**

Job Responsibility:

- Territory Growth Responsibility - Overall responsibility for the Product Promotion in new located town for Distribution. Worked in Bhopal & Jabalpur Depot.
- Target & Duties- Develop and manage an efficient distribution network to improve sales performance. Leading, mentoring & monitoring the performance of team members to ensure efficiency in meeting of individual & group target. Responsible for market share report, reviewing, competitive pricing analysis, new product launch.
- Team Handling-Handled team of 5 members for Express Painting Division In Bhopal & Jabalpur. Converted more than 60 Express painting leads.
- Branding- Ensure proper product display at store level in territory & push Secondary Sales via existing Berger or Competition painters.
- Data Reports Study– Studied Emulsion, Enamels, Construction Chemical Spread reports on daily basis and created a sales report that provided clear and actionable insights to senior management.
- Decorative Paint Division - Led the development and execution of a comprehensive Decorative Paints category plan that achieved the company's sales, profit, and inventory objectives.
- Data collection & Data Analysis – Researched customer needs to inform product development and create targeted sales pitches by Collecting Data and Analysing that Customer data and developed insights that informed product development and sales strategies.
- Achievement – Added more than 50 Competition Painters with Berger paints, Converted 50+ Express painting leads, Opened 20+ New dealers and retailers in respective territory, Achieved Monthly Sales Target on regular basis.

PHONEPE PVT LTD

- **Worked for 3 Months Internship as KEY ACCOUNT EXECUTIVE from February 2022 to May 2022**

Job Responsibility:

- To achieve B2B sales & Merchant acquisitions from the market sector assigned.
- Achieving Daily Targets of Premium Merchant Acquisitions & Ensuring Service visits of already active Merchants.
- Finding new leads and prospects on daily basis
- Maintaining data in spreadsheets for existing and new potential merchants
- Doing more than 20 Random merchant visits in the market
- Regularly updating more than 20+ Entries of the existing and new leads on ACE BUDDY software provided by Phonepe for Client Tracking.
- Achievement - **More than 60+ new Merchant Acquisitions within two months. Some of the prime acquisitions in Bhopal are Zindal Hospital, Sayaji Hotel, Bajaj Motors, Pitchers Club, BKK, Tata Motors, Sharma & Vishnu etc.**

EDUCATION QUALIFICATION

Degree/ Certificate	Institute/ School	Board / University	Year of Passing	Result
MBA (Marketing Management & Finance)	Institute of Professional Education and Research, (IPER) Bhopal, M.P.	Barkatullah University, Bhopal	2020-22	80%
B.E. (Mechanical)	Technocrats Institute Of Technology (Excellence), Bhopal, M.P. (ISO 9001 : 2000 Certified)	Rajiv Gandhi Proudयोगiki University, Bhopal	2012-2016	59.80% / 5.98 CGPA
HSSCE (PCM)	Vatsalya Senior Secondary School, Sagar, M.P. (ISO 9001 : 2000 Certified)	C.B.S.E. Delhi	2010-11	73.60%
SSC	Vatsalya Senior Secondary School, Sagar, M.P	C.B.S.E Delhi	2008-09	70.00%

SKILLS & PROFICIENCY

- Time Management & Collaboration–Able to perform tasks in Timely Manner and stick to Deadlines and Easily Able to Collaborate with Others.
- Computer skills –MS Word, Notepad, Excel, Power Point.
- Active Listening –Able to focus completely on a speaker, understand & comprehend the information
- Communication –Efficient in Public Speaking, verbal/ non-verbal communications and writing communications (English & Hindi).

VIRTUAL INTERNSHIPS

- Company : Magnik India Pvt. Ltd
- Duration : 2 Months (June 2021 to August 2021)
- Job Roles & Responsibility: To do cold calling, Generation of Leads & Convincing the leads to Convert them Into Sales. Via Right kind of marketing and advertising promotional activities. I completed my Tasks and Targets of Sales and Revenue Generation as per given by the company before the deadline.

ONLINE CERTIFICATIONS

- 1 Name : Blockchain and Business: Applications and Implications
(INSEAD - Business School of The World)
- 2 Name : Artificial Intelligence for Business by Hadelin de pontevas

3 Name : Data Science, Analytics & AI for Business and The Real World by Rajeev D.Ratan (Instructor) & Nidia Sehraja (Instructor)

ACADEMIC PROJECTS

1. Title : To make a Report on Future of Electric Vehicles in India.
2. Title : To make a Detailed project on Automatic Drone System.

PROFESSIONAL FORUMS

- Management Fest Committee : Digital Marketing –IPER REFLEXIONS
- Management Seminar Coordinators : Seminar on National Education Policy 2020 – IPER Activity

ACHIVEMENTS

- Achieved 1st Position in Exam with a Trophy Organized by Unique IAS Study Group.
- Achieved 3rd Position in College Tech Fest Dance Competition at TIT, Bhopal.

EXTRA CURRICULAR ACTIVITIES

MBA:

- Coordinated with different Committee –for Seminar on NEP 2020.
- Participated in Panel Discussion on Farm Bills 2020 in the favour of Farm Bills
- Participated in e-Simulation Activity.
- Participated in Essay Writing Competition on Guru Teg Bahadur Ji
- Participated in e- Workshop on “Content Writing”

HOBBIES & INTERESTS

- Exploring Places & Meeting new people.
- Watching Movies, Dance & Listening Old Music.
- Being Politically, Socially & Technologically Updated and Active.
- Reading Books, Novels, Autobiographies & History oriented reading materials.

PERSONAL DETAILS

- **Father's Name** : Mr. Arun Khare
- **Date of Birth** : 02-04-1993
- **Permanent Address** : House no. 3/210, Arun Khare, Gideon Compound
Beside Daily Needs Infront of Madhukar Shah Park, Gopalganj, Sagar, Madhya Pradesh, 470001.

DECLARATION

I hereby declare that the above Information is true to the best of my knowledge.

Date –24/11/2023, Place-Sagar