



AKASH KUMAR

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PROFESSIONAL SUMMARY

Seeking a challenging and innovative position in a firm that will maximize the opportunities for me to implement my skill set and knowledge as well as use my capabilities in the best way possible so that I can enrich my skills and aid the development of the firm I work with

KEY COMPETENCIES

People Management | Risk Management | Strategic Sales Planning | Decision Making | Cultural Sensitivity |

INTERPERSONAL SKILLS

- Effective interpersonal skills.
- Highly motivated and eager to learn new things.
- Ability to work as an individual as well as in a group.
- Strategic thinking and planning abilities.

INTERESTS & HOBBIES

Watching movies | Playing Cricket | Traveling

LANGUAGES KNOWN

English | Hindi

EDUCATION

Masters in Business Administration | Chandigarh University, Gharuan
Session: 2021-2023 | Score: 7.2 CGPA

Bachelors in Science | Dr. Bheemrav Ambedkar University, AGRA
Session: 2018-2021 | Score: 5.5 CGPA

Intermediate (state board) | SSD Intermediate College, Hathras, UP
Session: 2017-2018 | Percentage: 76%

Matriculation (state board) | SSD Intermediate College, Hathras, UP,
Session: 2015-2016 | Percentage: 85.3%

SKILLS

- PROFILING, SOLUTION ORIENTED APPROACH.
- NEGOTIATION SKILLS
- SALES PIPELINE MANAGEMENT
- MS WORD, MS EXCEL, MS POWERPOINT.
- INTERNET USE FOR RESEARCH.
- EFFECTIVE COMMUNICATION.

WORK EXPERIENCE

Legistify – Sr. Sales Executive (Feb 2024 – Present)

- Delivering the presentation to the clients.
- Acquiring new corporate clients.
- Collaborate with cross functional department .
- Conduct sales activity, including lead generation, product demo, in- person meet.
- Manage end-to-end sales cycle -prospecting, pitching, negotiation, and closing deals.

Celebal Technologies – Sales Executive (Nov 2022 – Dec 2024)

- "Developed and executed effective prospecting techniques for lead generation."
- "Collaborated with the marketing team to customize product presentations and demonstrations for clients."
- "Prepared and delivered persuasive sales presentations, highlighting the unique value propositions of Celebal's services."
- Utilized CRM software to maintain accurate and up-to-date client information and sales pipeline data.

TRAINING & PROJECTS

INDIAMART INTERMESH PVT. LTD | SALES EXECUTIVE

Aug 2022 – Nov 2022

- Lead Generation & Fix the Meeting.
- Delivering the sales presentation to the clients.
- End to End sales process
- Maintain the sales data in CRM.

AIMINDIA PVT. Ltd | Marketing & Sales

(jun2022 – Aug. 2022)

- Assisting with the tracking progress of new hires.
- Assisted with interviewing applicants for talent team positions.
- Cultivated relationships with the customers and decision-makers in the designated territory. Maintained regular business relations with 50+ clients.

CERTIFICATIONS & AWARDS

- International Marketing.
- Entrepreneurship Essential.
- Brand Management.
- Customer Relationship.
- Foundation of Databricks Lakehouse.
- Microsoft Azure Fundamental (AZ 900).

EXTRACURRICULAR & CO-CURRICULAR ACHIEVEMENTS

- Cricket team captain in college.
- Class representative for two consecutive years.

