

HARSHIT TRIPATHI

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SUMMARY

Results-driven Sales Executive with proven success in revenue growth and exceeding targets. Skilled in market research, account management, and customer relations. Currently pursuing an MBA to enhance business and leadership skills. Strong work ethic, adaptable, and committed to continuous learning.

WORK EXPERIENCE

Sales Executive, Siddhu Battery (June 2023 - July 2024)

- Achieved significant revenue growth through strategic account management and sales initiatives
 - Exceeded sales targets by building strong customer relationships and providing exceptional service
 - Conducted in-depth market research to identify new opportunities and optimize sales strategies
 - Collaborated effectively with cross-functional teams to ensure seamless operations and customer satisfaction
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EDUCATION

Master of Business Administration (MBA), IILM University, Greater Noida (Current)

- Pursuing MBA to enhance business acumen and leadership skills
- Developing strategic thinking and decision-making abilities

Bachelor of Commerce (B.Com), MGKVP University Varanasi (2020 - 2023)

- Strong foundation in business fundamentals, finance, and accounting
- Developed analytical and problem-solving skills through coursework

CERTIFICATIONS AND TRAININGS

- Certificate of participation in corporate case quest competition (2024)
 - Certificate of participation in Leadership talk #Because she can (2024)
 - CCC Certification (2020)
(Proficient in computer application and digital literacy)
 - Honeybee Farming Training program, kisan Biotech Project (2020)
(Gained practical knowledge in sustainable agriculture and environmental conservation)
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SKILLS AND INTEREST AREAS

- **Technical Skills:** Sales and Business development, Customer relationship management, Negotiation and communication, Problem-solving and decision-making, Market analysis and strategy, Leadership and teamwork
- **Languages:** Hindi, English
- **Hobbies and Interests:** Traveling, Exploring new things, Movies, cooking