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CBR Akshaya, LBS Nagar,  
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## SKILLS

Account Management

up sell/cross sell

Price negotiations

SAAS Sales

MS Word & Excel

## LANGUAGES

English

Full Professional Proficiency

Hindi

Professional Working Proficiency

Malayalam

Full Professional Proficiency

Kannada

Limited Working Proficiency

## INTERESTS

Sports

Reading

Fitness

Traveling

# Anil Louis

## Manager- Corporate sales

Achievement driven professional with 5+ years of rich experience in Business to Business Sales, Account management, Customer success and client retention.

## WORK EXPERIENCE

### Manager(B2B Sales)

Firstnaukri.com

04/2019 - Present

Achievements/Tasks

- Responsible for direct sales of internet based recruitment solutions
- Accountable for meeting and exceeding targets
- Up sell & cross sell to the existing customers
- Responsible for successful adoption and client retention
- Cultivate relationships with decision makers and strive to become a trusted advisor
- Accountable for an End to End life cycle management of an account

### Senior accounts manager(B2B Sales)

Housing.com

08/2018 - 03/2019

Achievements/Tasks

- Achieve business targets of sales volumes & throughput
- Market identification and expansion
- Involve at various stages of sales cycle and post sales

### Senior accounts manager(B2B Sales)

Quikr India Pvt Ltd

11/2015 - 02/2018

Achievements/Tasks

- Engaged majorly in client acquisition and servicing
- Identifying and penetrating untapped markets to exceed in sales goals
- Negotiations in closing proposals with new & existing clientele
- Resolve issues within given SLA

### Department manager

Decathlon

04/2014 - 09/2014

Achievements/Tasks

- Identifying the corporate clients and engage them in the events arranged
- Exploring ways of improving existing products and services, and increasing profitability
- Execution of campaigns to create an awareness about the products

## ACHIEVEMENTS

Managed to achieve all targets in quarter wise till now

warded the Dazzler award for Best team- Pan India (2020 - 2021)

## EDUCATION

### MBA in Marketing and Finance

Amity Global Business School

2012 - 2014

### BSc in Mathematics

Sree Sankara college Kalady

2019 - 2012