VIVEK SHUKLA
SALES MANAGER

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INTERPERSONAL SKILLS

- Positive Thinking
- Time Management
- Leadership Skill
- Helping Team mates
- Listening Skills
- Out of the Box Thinking
- Negotiation Skill
- Assertiveness
- Managing Relationships

EDUCATION

BACHELORS OF TECHNOLOGY

SHARDA UNIVERSITY

2015 - 2019

CERTIFICATIONS

- Sales and Marketing Funnel Expert
- Sales channel Automation
- Social Media Automation
- Lead Generation Automation

PROFILE

Executed and assisted the department of Sales and Marketing in carrying out IT sales, digital marketing, Recruitment, and staffing department. Works closely with the CXOs for Selling Services and digital promotions and others. My skills are excellent, and I have a strong commitment to Sales and Marketing

EXPERIENCE [5+ YEARS]

SALES MANAGER
[DELIPAT]

SalesForce Company - Involved in selling CRM Solution, Custom Developmen, Salesforce - Integratio, Migratio, Appexchange Solutions

DEC 2022 - AUG 2024 [1 YEAR 8 MONTH]

ASSISTANT SALES MANAGER
[360 DEGREE CLOUD]

CRM Company - Involved in End to End Sales For Custom development, License Selling, CRM Solutions, Public Cloud [AWS, GCP, AZURE, ORACLE] Data Centre Solutions, Etc.

MAY 2022 - NOV 2022 [7 MONTH]

SALES MANAGER
[PROPEL GURU]

Sales and Digital Marketing Company - Involved in selling Sales and Marketing Solutions, Web and Mobile App Development Solutions

JUNE 2020 - MAY 2022 [2 YEARS]

BUSINESS DEVELOPMENT SPECIALIST [CLOUD ANALOGY]

CRM Company - Involved in dedicated lead generation process for CRMs, Mobile and Web Development Projects

APRIL 2018- JUNE 2020 [2 YEAR 3 MONTH]

VIVEK SHUKLA
SALES MANAGER

TOOLS EXPERTISE

Close.io || ELink Pro || Woodpecker || Alfred || || Phantom Buster || Crystal || Expandi || Apollo|| IFTTT || Discoverly || Sales Navigator || D&B || Intouch Tool || Hunter || Snovio || Adapt || Ahref || Sprout Social || Buffer || Trello || Asana || Airtable || Jira || Cooper || Shopify || Wordpress || WooCommerce || Google Analytics || GTM || Lucidchart || Aircall || Guru || Prezi || Salesforce || Hubspot || Pipedrive || Zendesk || Zoho || Lead Feader || Lead Fuse || VanillaSoft || Uplead || Marketo || Loom || Slack || Trello || Discord || Call Hippo || My Operator || Outreach.io || Zapier || Mail Chimp || Smartsheet || Freshdesk || Monday.com || ProjectManager.com || ClickUp || Notion || Confluence || Omnisend || Sendinblue || MailerLite || Moosend || Mailjet || Wix || Editor X || Ahrefs || Google Search Console || SEMRush || Moz Pro || Google Trends || Yoast || Google Analytics || Google Business Profile || Google Data Studio || Google AdSense || Google Tag Manager || Google Ad Manager || Integromat **AND MANY OTHERS !**

ADITIONAL INFORMATION & ACHIEVEMENTS

Got certified for soft skill, effective use of IT for professional activates, and workplace communication from Propel Guru.

SPECIALITIES

- **Creating Strategies, Workflows for Service and Product Selling [Lead Generation].**
- **Manage and Supervise Channels like- Email Marketing, Upwork Bidding, LinkedIn Sales, Smart Prospecting, SMO, SMM, Analyzing Data, trends, insights, and many more. Managed Kick-Off Calls with end clients & Create customized proposals as per client's requirements.**
- **Closing Deals and managing International Clients**
- **I am a professional who assists businesses and professionals with meeting their challenges with technological solutions. I build efficient and capable teams of tech workers to help solve operational pain points for various organizations.**

SOFT SKILLS & SALES PROFICIENCIES

- **Relationship Building:** Ability to nurture long-term relationships with clients, partners, and stakeholders.
- **Strategic Planning:** Crafting sales strategies targeting specific market segments, geographies, or verticals.
- **Negotiation:** Skillfully negotiating contracts, SLAs, and prices to benefit both the customer and the organization.
- **Market Analysis:** Evaluating market trends, customer needs, and competitive landscapes to adapt sales strategies.
- **Team Leadership:** Leading, motivating, and training sales teams to maximize performance.
- **Forecasting:** Utilizing data analytics and sales metrics to predict future sales and revenue streams.
- **Customer Insight:** Deep understanding of customer pain points, needs, and how IT solutions can address them.