

VIKASH SINGH

• SALES ASSOCIATE



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ABOUT ME

Accomplished, growth-focused professional with 1.6 years of dynamic sales experience. Equipped a steadfast commitment to customer service excellence to enhance customer experience, maximize satisfaction, propel retention, achieve/exceed sales goals, and increase business revenue. Possess superb abilities to develop and maintain a high level of product knowledge to persuasively promote them to existing and potential customers.

EXPERIENCE

• Globiva Services Private Limited • | Nov 2022 - Jul 2024

* RBL Bank & Financial Services

- * Key responsibilities:
 - Execute sales strategies by identifying potential leads, generating new business opportunities, and converting leads into actual sales, consistently achieving or exceeding monthly and quarterly targets.
 - Cultivate and maintain strong relationships with clients, understanding their needs, preferences, and pain points to offer tailored solutions that drive customer satisfaction and loyalty.
 - Continuously monitor market trends, competitor activities, and industry developments to identify new avenues for business growth, ensuring the company remains competitive in the marketplace.
 - Maintain accurate and up-to-date sales records, prepare regular sales reports, and analyze data to assess performance, identify areas for improvement, and make informed recommendations to optimize sales strategies.

EDUCATION

- APS University Rewa Mp | • 2017 - • 2021

- Bachelor Of Computer Science

- A bachelor's degree in computer science can prepare you for a career in computer programming, information security, software development, or web development. To advance into a specialized position or leadership role, you can earn a master's in cybersecurity, a master's in information technology, or another degree.

- Schooling From kendriya vidyalaya |

It is a system of central government schools in India and other countries that have been instituted under the aegis of the Education Ministry and came into being in 1963 under the name Central Schools. Later, the name was changed to Kendriya Vidyalaya. It is a non-profit organization.

Other Info

Skills

- Active Listening Skills
- Positive Attitude
- Time Management
- Improving Customer Experience
- Building Customer Loyalty

Languages

- English
- Hindi

Interest

- Exploring New Things
- Read Books
- Travelling
- Artificial intelligence