

VAIBHAV VERMA

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C-61, Sector 20 Noida, India
DOB: 01/Oct/1997

Summary

Business strategist with a sound understanding of organizational development. Skilled communicator with over 2 year of experience in providing company with successful solutions to build organizational success.

Proficiency in working on Salesforce, managing multiple campaigns, assigning relevant tasks.

Education

Agra University

2018 - Pursuing

M.Com.

Graduated in the field of Bachelor of Commerce (2015-2018) from Agra University.

Cleared Common Proficiency Test (CPT) from Institute of Chartered Accountants of India (ICAI).

12th completed from Kanha Makhan Public School, Mathura (UP) in 2014-2015 from CBSE Board.

10th completed from Amar Nath Vidya Ashram Senior Secondary School, Mathura (UP) in 2012-2013 from CBSE Board.

Experience

InnovationM

2018 - Present

Business Development Executive

Inside Sales Supervision

Consistent and regular use of CRM (Salesforce) to provide timely and accurate forecasting and reporting of activity to sales management.

Quality Data Research

New Business Development

LinkedIn Networking

Handling US lead generation process

Responsible for prospecting and targeting fortune clients for generating business for InnovationM.

Skills

Good Knowledge of MS Office.

Good interpersonal and communication skills.

Ability to work independently, and prioritize both revenue generating and non revenue generating activities.

Good organizational skills, attention to detail and ability to manage multiple tasks.

Languages

English, Hindi

Interest

Music, Travelling, Movies

Certificate

Email Marketing by Hubspot

Social Profile

LinkedIn:

linkedin.com/in/vaibhav96