

Aakash Kumar

Sales Manager

With 2 years of sales Manager experience, I excel in exceeding targets and delivering top-tier customer service. Transitioning to real estate, I bring strong communication and negotiation skills, coupled with a passion for helping clients achieve their property goals.

✉ akkiikashyap276@gmail.com

📞 7303985883

📍 India

WORK EXPERIENCE

Sales Manager

Bhawani Infracon

07/2020 - 07/2022

Bihar

Achievements/Tasks

- Acted as the primary point of contact for clients, engaging in effective communication to understand their requirements and preferences.
- Led negotiations to successfully close deals, demonstrating strong persuasive skills and market knowledge.
- Managed the entire sales process from initiation to completion, ensuring a smooth and satisfactory experience for clients.
- Provided personalized guidance and support to clients throughout the transaction, addressing any concerns and facilitating timely resolutions.
- Collaborated closely with internal teams, including marketing and legal departments, to streamline processes and maximize efficiency.
- Leveraged proactive communication and follow-up strategies to nurture client relationships and foster repeat business opportunities.

Contact : Pranjal K Deep - 7829817262

EDUCATION

MBA, Sales and Marketing

Swami vivekanand Subharti University

08/2022 - 08/2024

UP

BE, Electrical & Electronics Engineering

New Horizon College Of Engineering

08/2016 - 08/2020

Bengaluru

SKILLS

Negotiation

Graphic Design

Social Media Marketing

Digital Marketing

Strong Communication

Sales and marketing skills

Networking

Problem Solving

Word

Excel

Powerpoint

INTERNSHIP

Housewise (03/2019 - 11/2019)

- Talked with clients to understand what they needed and negotiated deals to rent or sell properties, using my knowledge of the market.
- Worked with different teams within the company to make sure everything went smoothly.
- Kept good records of all transactions and made sure everything was done correctly.
- Stayed in touch with clients to build good relationships and help them in the future.

CERTIFICATION

Google Digital Marketing & E-commerce Professional Certificate. (04/2024 - 07/2024)

Gained expertise in SEO, SEM, social media marketing, Google Analytics, and e-commerce site management, with practical experience in executing and evaluating marketing campaigns

Attract and Engage Customers with Digital Marketing (01/2024 - 03/2024)

Completed the "Attract and Engage Customers with Digital Marketing" certification, gaining expertise in creating compelling digital marketing strategies to capture and retain customer interest.

LANGUAGES

French

Elementary Proficiency

Hindi

Full Professional Proficiency

English

Professional Working Proficiency

INTERESTS

Analysing Charts

MMA

Cricket