**Anil Kapoor**  
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**Summary**

Dynamic Sales professional with over 7 years of experience in B2B and B2C sales across diverse industries. Proven track record of exceeding sales targets, building strong client relationships, and driving revenue growth. Expertise in sales strategies, negotiation, and account management, combined with excellent communication and leadership skills.

**Professional Experience**

**Sales Manager**  
*GlobalTech Solutions Pvt. Ltd.* – *Mumbai, India*  
*April 2019 – Present*

* Spearheaded sales initiatives for the IT services division, increasing annual revenue by 30%.
* Developed and implemented sales strategies that resulted in 15% growth in the customer base within one year.
* Managed key client accounts, improving client retention rates by 20%.
* Trained and mentored a team of 10 sales executives, helping them achieve their individual targets.

**Sales Executive**  
*Bright Future Enterprises* – *Delhi, India*  
*June 2016 – March 2019*

* Achieved 120% of annual sales quota in the second year by identifying and pursuing new business opportunities.
* Conducted market research to identify potential clients, leading to an 18% increase in leads.
* Successfully closed deals with key clients, contributing to a 25% boost in revenue for the organization.

**Education**

**Bachelor of Business Administration (BBA)**  
*Delhi University* – *Delhi, India*  
*2015*

**Skills**

* Sales Strategies and Planning
* Client Relationship Management
* Negotiation and Closing Deals
* Market Research and Analysis
* CRM Software (Salesforce, Zoho CRM)

**Certifications**

* Certified Sales Professional (CSP) – NASP
* Sales Leadership Development – Coursera

**Projects**

* **New Client Acquisition Strategy:** Developed a successful strategy to acquire new clients in the IT services sector, contributing to a 20% increase in sales.
* **Sales Team Training:** Led a sales training program, resulting in improved performance and an overall increase in team productivity by 15%.