

RISHABH JAIN

PROFESSIONAL SUMMARY

Dynamic sales professional with a proven track record of driving revenue growth and ensuring client satisfaction through strategic initiatives. Proficient in sales analytics, adept at trend identification, and skilled in data manipulation and visualization tools. Transitioning to a career in data analysis to leverage analytical mindset and sales acumen for optimized outcomes

EXPERIENCE

Accenture(on behalf of Verizon) **April 2023- Present**

Retention Specialist- Verizon Wireless B2B

- Leveraged product knowledge and training to address client objections, providing customized sales consultations.
- Nurtured leads through diverse methods, aligning strategies with client objectives.
- Effectively managed budgets, engaging in ROI discussions.
- Developed a strategic roadmap to boost advertising revenue.
- Implemented targeted promotions to drive reactivation and retention.
- Demonstrated exceptional interpersonal skills, enhancing customer loyalty.
- Consistently achieved monthly targets for savings and upselling.
- Specialized in B2B client relations, maintaining strong business relationships.
- Offer personalized solutions to meet client needs and prevent customer churn by implementing tailored strategies.

Concentrix (on behalf of Xfinity) **Nov 2021- April 2023**

Technical Sales Advisor

- Utilize analytical skills to identify root causes of technical issues.
- Maintain updated information by inputting key metrics into spreadsheets.
- Effectively communicate complex technical solutions to non-technical users.
- Adapt quickly to new technologies and platforms for troubleshooting.
- Ensure high-level productivity by overseeing daily operations.
- Adapt sales strategies based on customer requirements.
- Collaborate with managers and sales teams to revise plans and achieve targets.
- Offer suitable solutions tailored to each merchant's use case after negotiation on lending parameters.

INTERNSHIP EXPERIENCE

Tata Group **May 2024**

Data Visualisation

- Developed data visualizations in a simulation for Tata Consultancy Services.
- Scrubbed the data using excel and provide the error free dataset.
- Prepared meeting questions for client senior leadership.
- Created data analysis visuals to aid executives in decision-making.
- Communicating Insights and Analysis

INGLU **April 2019 - June 2019**

Web Developer

- Interned to learn WordPress, MS Excel, HTML, and CSS.
- Proficient in creating documents and communication using Word, Excel, and other software tools.
- Managed corporate websites and microsites using WordPress and associated plugins.
- Designed logos using Adobe Illustrator.

Tulip Infratech **Sep 2018 – Nov 2018**

Trainee

- Received daily tasks and responsibilities from instructor.
- Organized filing process and managed documents.
- Implemented user profiles and access control for database security.
- Proficient in MySQL and Excel for data management and analysis.

E-Cell (Entrepreneurship Society) Graduation **Oct 2017 - june 2020**

Vice president

- Progressed from member to Vice President in Society's Operations Team
- Developed and managed WordPress website for UDAYMI E-cell and handled social media
- Orchestrated internship fair for students
- Supervised team of 12-13 members, leading meetings, task delegation, and priority communication
- Key coordinator with placement team and drive
- Initiated and organized college fest "Umang".

CONTACT



+91 9871360306



Rishabhj121@gmail.com



[linkedin.com/in/rishabh-jain-72499a14b](https://www.linkedin.com/in/rishabh-jain-72499a14b)

SKILLS

- Microsoft Power Bi
- WordPress
- Dashboard creation
- Python
- Data Visualization
- DATA CLEANUP
- Quantitative Analysis
- MySQL
- MS Office
- Team Building
- Customer Handling
- Strong Communication
- Photoshop / Illustrator
- HTML/CSS
- Client Relationship Management
- Business Development
- Digital Marketing
- Data Analysis

EDUCATION

2017 - 2020

Guru Gobind Singh Indraprastha
University
BCA (74%)

2015 - 2017

SR D.A.V Public School (CBSE)
Class 12th Commerce (80%)

CERTIFICATIONS

- Python by Kyron Technology
- 2D animation by Kreative Arts.
- Data Analytics by Microsoft and LinkedIn