

Sourabh Joshi

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Objectives:

In a lookout for a challenging and rewarding opportunities in an organization wherein, I could get more exposure on my progress. I can utilize my skills and knowledge which will contribute towards organizations growth.

Professional Summary:

- 1 Currently working with **TaskUs**, Indore as a Supervisor since April,2020
- 1 Performed as Business Development Executive, with **Cyber Infrastructure Pvt. Ltd."CIS"** for 8 months(May'19 – Jan'20)
- 1 Worked with **Make My House, Indore** as Business Development Executive, Level 2 in Consulting Department for a period of 2 Years
- 1 Served Devshreem Solutions Private Limited, Indore for a period of 6 months
- 1 Expert business strategist with a sound understanding of organizational development and sales
- 1 Skilled communicator with 2 years of experience providing companies with successful solutions to building organizational success
- 1 Facilitating the entire sales process; cold calling, lead generation, closing sales and involved in maintaining high degree of client engagement
- 1 Built strong relationships with clients and stakeholders over the telephone and in person, learnt to identify and meet client requirements and to keep the clients engaged by being accessible to them as and when needed
- 1 Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings, and testing new market approaches
- 1 Handling team of 6-8 members efficiently
- 1 Handling customer escalations and giving proper resolution to the problem within defined TAT

Skills :

- 1 Expert strategist who uses research of competitors, market conditions, customer need and organizational core competencies to claim company success
- 1 Skilled communicator and negotiator who understands persuasive delivery and can confidently present sales pitches to potential partners and reports to board members
- 1 Confident salesman who combines enthusiasm, product knowledge, and customer assessment to pitch products in a way that increases brand awareness and encourages product loyalty
- 1 Accomplished understanding of financing activities, including budgeting, investing, and cost-cutting through careful analysis
- 1 Strong organization and time management skills and careful attention to detail to guarantee that business ventures are successful and development is absolute

Work Experience :

- 1 Strategize ways to build market share, increase revenue, and acquire success through innovative developments in organizational structure
- 1 Facilitate sales presentations and communications for upcoming joint venture opportunities and collaborative business efforts
- 1 Identify ways to build brand awareness through engaging campaigns that establish the company reputation, incite curiosity, and inform potential customers
- 1 Establish product loyalty through continual efforts to build, re-brand, modify, and increase product offerings in a way that is honest, competitive, and true to the company mission

Awards and Recognition :

- 1 Certificate of appreciation for the "Employee of the Month" Appreciation from sales and credit team for disbursement within TAT. Certificate of excellence for the "Best Mentor"
- 1 Received awards in various dance competitions

Key Skills :

- 1 Strong analytical and logical skills
- 1 Good written and communication skills
- 1 Quick Learner, initiative taker and Team leader

- 1 Task Oriented and time bound
- 1 Good process and System Knowledge along with MS OFFICE-2010, OS- Windows XP/Windows 7
- 1 Highly flexible and Adaptable as well as easy to relocate
- 1 Well versed with MS Office, operating system, Tally and Adobe Reader/ Professional and other Software too

Extracurricular Activities :

- 1 Participated in Event Organizing
- 1 Table Tennis Player
- 1 Participated in Group Dance at University and Secured 1st Position

Hobbies :

- 1 Dance
- 1 Playing drum
- 1 Drawing

Personal Details :

Father's Name	-	Mr. Shrikant Joshi
Mother's Name	-	Late Mrs. Sunita Joshi
Date of Birth	-	20/05/1992
Gender	-	Male
Marital Status	-	Single
Languages Known	-	Hindi, English and Marathi
Permanent Address	-	E-22, Jyoti Nagar, Freeganj, Ujjain (M.P.)

Date : -

Place : -

Sourabh Joshi