

RESUME

RUPESH KUMAR MISHRA

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Date Of Birth : 25th Jan 1988

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Summary

Dynamic and motivated sales & marketing professional with a proven record of generating and building relationships and demonstrating exceptional communication skills and making critical decisions during challenges. Seeking position in an Organization which provides me the opportunity to improve my skills and knowledge to grow along with the Organization's objective.

Academic Qualification

- Bachelor of Arts from University of Gujarat in 2011
- Class X and XII from Kendriya Vidyalaya, CBSE Board

Jobs for Self Development and Training

- Worked with White calls services associate of Vodafone as customer care executive for the period of eighteen months from Sep 2008 to Feb 2010
- Worked with Anmol Raturaj Club as a Front Office Manager for the period of Thirteen Months from June 2007 to July 2008
- Worked with Travel Time Holidays as Tour Manager for the period of Nine Months from Aug 2006 to April 2007
- Worked with succescraft solutions pvt ltd. associate of Reliance as customer care executive for the period of Ten months from May 2010 to Feb 2011

Professional Work Experience

Tracxn Technologies Ltd

(Dec '21 – Present)

Senior Manager – Business Development (US)

- Team Lead providing guidance, training and instructions to the BDR & SDR executives in the Americas Team.
- Ensure that BDRs & SDRs are meeting the targets by reaching out to new leads, qualifying them on time and working further on their respective sales funnel.
- Final client interactions, investor relations & subscription/price negotiations.

Fincasys Infotech

(Dec '20 – Nov '21)

Sales Manager

- The main task is to meet every possible targeted businessman – traders, retailers, industry circles and service provider and to collect SMO, SEO, Google Adword, Brand Management Etc., Taking care of Ahmedabad Areas.
- Every customer whom we meet or come across, we have to prepare customer data sheet, where various information related to business are endorsed.

PropTiger

(July '19 - Nov '20)

Relationship Manager

- To convert leads into prospects by show-casing premium residential and commercial properties to the prospects.
- Advise clients about the market conditions, conduct walkthroughs and provide guidance and assistance to make a decision for
- buying the suggested property.
- To acquire, retain and partnering with prospective clients to create superior value for the company and the customer.

- Take prospects for multiple site visits and answering all relevant queries in the process, liaising with Developer.
- Help clients in negotiation with Developer and make sure Customer is satisfied with the Deal.
- To prepare paperwork and collect relevant documents for completion of Deal.

**DTDC Express Ltd
Channel Partner**

(April '16 – June '19)

- Identification of opportunities for expansion of franchisee.
- Revenue generation and support to channel partner to reach the sales target.
- Monitoring Franchisee are following the company branding policy.
- Collection from channel partners, track record of sales, client management and team management

**Trade XL Media Pvt Ltd
Asst. Manager- Sales**

(Aug'15-March'16)

- I have been assigned team of 3 Sales Executives with 1 Online Sales Executive & 1 Co-Ordinator. Whom I have to encourage and motivate to achieve their weekly, Fortnightly as well as monthly target.
- The main task is to meet every possible targeted businessman – traders, retailers, industry circles and service provider and to collect SMO, SEO, Google Adword, Brand Management.

**Infocom Network Ltd.
Sr. Executive—New Client Acquisition**

(Aug '11 - July '15)

- Responsible as an individual contributor by driving sales activities within the assigned region.
- Act as an intermediate between the customer and internal support teams to ensure that customer receives the best possible services from the company.
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services.
- Monitored issues carefully and reached out to customers to provide immediate resolution and maintain satisfaction.
- Worked with the team and other cross-functional departments to facilitate communications and deliver personalized solutions to customers.
- Assessed client needs and develops plans to adequately address current and future objectives.
- To set up and deliver sales presentations, product/service demonstrations on daily basis.
- To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.

Personal Information

Father's Name : Mr R.B. Mishra
Marital Status : Married
Languages Known : English, Hindi, Gujarati

Strengths

- Committed to work with result oriented performance
- Having a background of Indian Army family committed to complete the work in the given time .
- Comfortable in team handling and working individual also
- Polite and Confident in nature & sensible approach towards matter

Co-Curricular Activities

- Played football at National level in consecutive two Year at school level.
- I had organized cultural and Annual functions in School.
- Having experienced in organizing and handling corporate meetings and parties

Declaration

I here by declare that particulars of information and facts stated above is true, correct and complete to the best of my knowledge and believes

Place :- Lucknow

Rupesh Mishra.