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## INTRODUCTION

Seeking a challenging and fulfilling career in globally competitive and dynamic environment which offers me a cross functional steep learning curve and also enables me to enhance my competitiveness. A self-starter with proven leadership abilities. I can identify gaps in process and initiate corrective actions, excellent verbal and written communication skills.

## PROFESSIONAL EXPERIENCE IN DETAIL

### Newgen Enterprise

#### SALES ASSOCIATE

(May'19- Present)

➤ My Responsibilities included:

- Doing cold calls in the united states and India to ensure a robust pipeline of opportunities.
- Aligning Prospect meetings for the AVP of sales and marketing.
- Extensive research of the organization's current products accordingly creating a sales pitch satisfying their E-Learning needs.
- Creating mail campaigns for the U.S. Clients
- Generating leads for the U.S. market on a regular basis.
- Identify potential clients, and the decision makers within the organization.

### Foyr Homes- One of the business unit of Foyr.com

#### MANAGER SALES & BUSINESS DEVELOPMENT

(June'18- Jan'19) 8 months

➤ My Responsibilities included:

- To improve organizations market position and achieve financial growth.
- Cold call as appropriate within market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging the network.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches, Work with team to develop proposals that speaks to the client's needs, concerns, and objectives
- Presenting an image that mirrors that of the client.

➤ My Responsibilities included:

- Closing new business deals by generating leads through online/offline medium, personal meet and negotiating on the final price.
- Customer relationship Management: Ensuring timely delivery of services
- Vendor Acquisition: Analysing the current vendor acquisition process and creating new strategies accordingly, and understanding category insights and knowing the business cycle of given category works.
- Vendor Relationship Management: Negotiating on better and unique deals with new and existing vendors across Pune.
- Account Control: Handling Ishanya – MyFitBhk account by creating the pipe of prospect leads through cold calling of their online/offline data and doing closure meeting ensuring proper collection of inputs and timely deliveries
- Quality Assurance: Ensuring the quality and packaging measures while on-boarding the vendors' products.
- Data Mining for the upcoming projects with the potential data of Pune worked closely with the developers in Pune for Foyr B2B.
- Client-Business Relationship: Handling the leads and Informing the existing and potential clients about the company's products and services.
- Managing the team of 5 young FCP's (Foyr Certified Professionals) in creating the interiors packages and pitching them to the clients.

### **Summer Internship (2 Months)**

#### **Foyr.com**

**Project Title:** Sales promotion and personal selling for foyr.com

**Scope of the Project:** The Project consists the strategies and their implementations undertaken during the course of the internship. The strategies are business development oriented and used for customer acquisition.

➤ My Responsibilities included:

- Carrying out multiple promotional campaigns to create awareness of the services offered by the company.
- Personal meeting with the clients to provide information about our products and services and settling final closure meetings with the business head.
- On Boarding new vendors by negotiating on better and unique deals with them.
- Analysing the sales strategies of competitors and creating competitiveness in the market.

## SKILLS

- Communication Skills: My public speaking and communication skills have helped me stand out of the crowd and be heard.
- Strong Negotiation & Influencing Skills
- Proficient in using MS Excel, Ms Word.
- Proven Leadership Skills
- Fluent in English, Hindi

## EDUCATIONAL QUALIFICATIONS

Qualification	School / College	University / Board	Year of Completion	% Obtained
X	City Montessori School Lucknow	ICSE	2009	65%
XII	St Teresa's Day School, Lucknow	ISC	2011	57%
B. Com	Vidyant Hindu Pg College, Lucknow	Lucknow University	2014	54%
MBA (Marketing)	Sinhgad Institute Of Management, Pune	Savtribai Phule Pune University	2017	65%

## ACHIEVEMENTS & SELECT POSITIONS OF RESPONSIBILITY

- Represented college as a Captain in Sinhgad Karandak and other inter college competitions
- Active volunteer in Sinhgad Institute Of Management for cultural event (Spectrum)
- Participated in Inter Campus Fashion Show organised by Sinhgad Institute.

## PERSONAL DATA

**Current address:** Omkar Residency Raja Ram Patil Nagar, Kharadi-411014 Pune

**Permanent address:** 96/63 Old Ganesh Ganj Lucknow-226018 Uttar Pradesh

**Gender:** Male

**D.O.B:** 15-09-1992

**Marital status:** Unmarried

