

SHAH RUSHABH

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Career Objective

To establish myself in a highly competitive market to become a core team member in marketing and sales professional in a reputed organisation.

Work experience

- **Vodafone India LTD - 3 years**

I was working as a sales promoter in Vodafone India Ltd from January 2015 to January 2018. My duty was to sell prepaid sim cards doing BTL activities and in-store activities. Later on, I was also involved in selling post-paid cards and selling those cards to corporate clients doing door to door, cold calling, and other various activities.

- **Bajaj Finance LTD - 2 years**

Working as a **FOS** in Bajaj Finance Ltd from February 2018. My major task is supporting dealers by increasing their sales, by providing loan guidance, approval, and other formalities. I also convert clients from purchasing in cash to purchasing on loans by explaining benefits of the same. While converting clients, I also take care of selling add-on products such as insurance, VAS, GTL and etc. explaining in such a way that they find it necessary.

- **Bajaj Housing Finance Ltd 1year**

Allocation of portfolio to vendor basis the past performance trend and FOS availability, creating adequate manpower capacity for the portfolio. Review cases with FOS / TL and work assignment basis the disposition code. Coordinating with agency resources and doing the call planning for better resolution, ensuring appropriate support to the agency on difficult cases. Receipt book & Repo kits allocation and auditing periodically. Agency billing closure within 60 days of the work completed month. Ensuring prior approvals in repo cases helping the agency manage repo related issues. Handling collection/repo related customer service issues/escalations.

- **Byjus Think And Learn Currently Working**

Business Development Associate Achieve sales targets every week cycle. -Try to convert as many leads as possible. -Calling on the leads given. -Book home demos with parents and students. -Conduct counselling sessions at home with parents and students. -Enroll student With Byju's course.

Educational Qualification

- **10th Std**
- **12th Std Comm stream**
- **Bachelor of Commerce (B. Com) 2013 to 2016**
Gujarat University

Achievements

- **Become best BDA for gujarat state in Byjus. Achieve monthly targets.**
- **I secured 2nd rank in 100 meter running state level competition in Khel mahakumbh, Gujarat.**
- **I was elected as sergeant at arms in Rotaract club of Ahmedabad Prahladnagar.**

Skills

- Cold calling, convincing customers, understanding the needs of customers, corporate sales, and other Sales & Marketing skills.
- Effective Communication
- Leadership
- Best output in competitive market

Hobbies

- Running
- Cricket
- Listening to music
- Watching movies & web series
- Travelling
- Keep myself updated with latest trends

References

Refences will be provided upon request.

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