

RADHESHYAM SINGH
Sales Excutive

Contact

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Skills

- Sales and Negotiation
- Client Relationship Management
- Market Research
- Sales Strategy Development
- Product Knowledge
- Team Leadership
- Communication and Presentation.

Languages

- Hindi
- English
- Bhojpuri

Dedicated and results-driven Sales Executive with 2 years of experience in the travel industry. Proven track record of exceeding sales targets and building strong client relationships. Seeking to leverage my skills and expertise to drive revenue growth for a dynamic travel startup.

Work history

Conference Cart

Sales executive

- Inbound sales, scheduling conferences for doctors, MD & medical staff in US UK & Dubai.

Beyond Stay Private Limited

Reservation Executive (B2C domestic Sales)

- Collaborated with sales team to upsell premium services, resulting in increased revenue.
- Enhanced customer loyalty by providing personalized recommendations based on guest preferences.
- Increased customer satisfaction by efficiently managing reservation inquiries and bookings.
- Conducted regular reviews of reservation policies and procedures, recommending updates as needed to streinghjamline operations.

Education

BOARD OF TECHNICAL EDUCATION, RAJASTHAN

Diploma (electrical engineering) - 2018 - 2021
Percentage: 70%

BIHAR SCHOOL EXAMINATION BOARD

Metric - 2016 - 2017
Percentage: 69%

Rajasthan Technical University Udaipur Rajasthan
Btech Computer Science (2022 – 2025)

Accomplishments

- Spearheaded the sales efforts for the startup, consistently achieving and surpassing monthly and quarterly sales targets.
- Cultivated and maintained relationships with key clients and partners, resulting in a 25% increase in repeat business.
- Successfully closed sales, achieving a 20% increase in monthly sales revenue through upselling and cross-selling.
- Assisted in selling various travel packages, including international and domestic destinations, cruise packages, and adventure tours.
- Collaborated with the operations team to ensure smooth travel experiences for clients, from booking to post-trip support.