

Ankit Lohchab

Phone: +91 8571847634, Email: ankitlohchabworkspace@gmail.com
Address: Sector 54, Gurugram, Haryana, India

Professional Summary

Dynamic and client-focused Sales Professional with 1+ year of experience in lead generation, client relationship management, and closing sales remotely. Proven ability to manage multiple stakeholders, generate leads through cold outreach and online platforms, and drive revenue through consultative selling. Now seeking to transition into the Real Estate sector with a focus on delivering personalized property solutions and building long-term client trust.

Key Skills & Core Competencies

- Cold Calling & Lead Generation
- Sales Pitches & Product Presentation
- Prospecting & Business Development
- Client Relationship Management
- CRM Tools (Notion, Trello), Google Suite, MS Office
- Site Visit Coordination & Follow-Ups
- Target-Oriented Sales Approach
- Negotiation & Deal Closure
- Self-Motivated & Field-Ready

Professional Experience

Sales & Client Acquisition Executive

July 2023 – April 2024

Infobrandz | Wilmington, Delaware, United States (Remote)

- Generated qualified leads through cold calling, LinkedIn outreach, and personalized video sales pitches
- Set up discovery calls and product presentations to understand client needs and offer tailored solutions
- Managed over 100+ outbound/inbound client interactions weekly
- Handled complete sales cycle from initial contact to post-sale follow-up and account growth
- Negotiated pricing and closed high-value deals, contributing to 25% revenue growth
- Built long-term relationships with clients via structured follow-ups and service excellence
- Maintained a clean and updated sales pipeline using CRM and productivity tools

Education

Vellore Institute of Technology (VIT) | Vellore

June 2020 – July 2023

B.Sc. Multimedia and Animation

- Developed strong interpersonal and presentation skills
- Led outreach initiatives and student representation activities

Technical Tools & Platforms

- CRM & Communication: Notion, Trello, Google Workspace, MS Office, Zoom, Loom
- Lead Generation Platforms: LinkedIn, Social Media, Upwork, Social Events
- Others: Email Marketing Tools, Figma (for presentations)

Personal Attributes

- Highly motivated and goal-oriented
- Excellent communication & rapport-building skills
- Comfortable with fieldwork, sales visits, and direct client interaction
- Strong negotiation skills and value-based selling mindset
- Based in Gurugram | Open to travel across Delhi NCR
- Fluent in English and Hindi | Flexible with schedule