

Name: Mr. Abhinav Verma

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Seeking a challenging position in a reputed organization which provides opportunities for professional growth and advancement, and utilize the experience acquired in becoming a valuable team member.

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- Self-Motivated, Hard Working and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism,
- Good communication skills, verbal as well as written coupled with exceptional presentation skills.

WORKING EXPERIENCE

**Working As A Sales Manager In Docs App From Dec. 2018
to Present**

Responsibilities & Learnings:

First person to launch the application in
Delhi/NCR

Responsible for the Onboarding of MD Doctors on all specialties on our platform,

Need to give presentation to Doctors on our App its benefit to them, After that need to convince them on the tie up, Handling the Part of Gurgaon as a Territory, Fixing of Daily base appointments with the doctors achievement of monthly tie up of targets by the company,

Achievement of 100% target in the financial year 2018-19 Indirectly helping the company in achieving the revenue on daily basis by giving them new expert doctors on their platform,

Handling more than 200 accounts as of now and maintain good relationship with them so that they can be with us for a longer period of time,

Responsible for solving all the issues faced by doctors at the time of using our app making sure that they will get their monthly payment on time,

In Short, fully contributing the company in achieving its annual target.

Worked as a Sr. Territory Account Manager In Practo Technologies Pvt. Ltd. From June 2017 to Nov. 2018

Responsibilities & Learnings:

To provide training (On boarding) New Clients to maintain the relationship with New Existing Clients. To Intervene the New Clients with on-field visits as well as renewals of the old Clients. Providing Support Completing the Ad-Hoc Projects. Daily Huddle to maintain Weekly Monthly report of work. To provide content to Senior Management on the basis of field work and will also work on Listings of the Doctors on Platform. To maintain the meeting updates on sales force platform for Internal use. Handling of a Team of 8-9 Members and guide them for achieving renewals. Sale and Up-Sale of Product to Our New Existing Clients.

Worked as a Territory Account Manager In Practo Technologies Pvt. Ltd. In Delhi From October 2016 to May 2017

Provide Support Service (After Sales Support) on Software to Assigned clients of Per Month, Work on the Assigned Territory or Renewals of the Account, Market Research Market Assessment, Represented the team in Iron Throne Project held at Gurgaon.

Worked as a Assistant Team Leader (ATL) In Practo Technologies at Lucknow from July 2015 Till October 2016

Responsibilities and Learnings:

To Look after IIT Team, To Guide the team on Daily working to Motivate them to achieve their monthly targets, Content Handling To Send the Daily Day plan to Team, To Maintain Update MIS Sheet as report on Monthly basis.

Worked as a Content Field Executive (CFE) In Practo Technologies Pvt. Ltd. From March 2015 to June 2015

Area Mapping, Survey the particular territory assigned,

Gather the Data from Market On- field
On boarding of Doctors on Practo Platform.

Worked as Marketing Executive in La Sante Health Care Pvt. Ltd. since June 2014 – January 2015 at Lucknow.

- **Brief:** To meet the doctors in hospitals of Lucknow to promote ambulance service that the company is providing to all over India, 24*7.

Worked as a Sales Executive in Premia Group (Real Estate Company) for a time period of June 2013 - January 2014 at Delhi/NCR.

- **Brief:** To make channel partners (property dealers) in market of Delhi/ NCR
To sell the commercial property to the end consumer through this channel.

STRENGTHS

- Productive Team Player
- Can Work In Any

Situation

- Travelling
- Key Performer
- Multitasking

EDUCATIONAL CREDENTIALS

MBA in Marketing: 2013 from Indian Institute of Planning Management

B.Com: 2010 from Sam Higginbottom Institute of Agriculture, Technology

Science **Class XII: 2007** from C SE board **Class X : 2004** from C SE board

SKILLS

Language known: English, Hindi Organizational Skills: Marketing Skills, Pre-sales Post Sales Negotiation, Customer Relationship, Team Management, Time Management, Account Manager, Client Retention. New Acquisition Computer Skills: MS Excel, MS Word, PowerPoint, Internet, Sales Force, Google Sheets.

SUMMER INTERNSHIP

Title: Marketing of Education Sector **Company:** Green Grapes **Role:** Marketing Executive

Duration: 2 Months **Synopsis:** To work with the Collaboration with Different - Schools.

Projects Undertaken: Guide the students on the basis of their interest in Different fields the best College or Institution they can go for their further studies.

Date of Birth: 29/7/1987 **Current Address:** House No. 122, Sector 28,

Gurugram, Haryana-122001 **Residential Address:** Vishans Villa, Sainik

Vihar Colony, Akshita Talab, Lucknow. **Permanent Address:** A/503,

Sanchar Vihar, I.T.I., Mankapur, Gonda(U.P)

Father's Name: Sri Rakesh

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