**Name: Mr. Abhinav Verma**

**Contact**: 7080315888

**E-mail**: abhinav.verma852@gmail.com

**OBJECTIVE**

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.

**PROFILE**

* 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 & Key Learnings:

Firstperson to launch the application in Delhi/NCR

Responsible for the Onboarding of MD Doctors for all specialities for our platform,

Need to give presentation to Doctors for our App & its benefit for them, After that need to convince them for 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 for 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 & Key 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 salesforce 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 for 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 & Key Learnings:

To Look after Blitz Team,

To Guide the team on Daily working & to Motivate them to achieve their monthly targets,

Content Handling

To Send the Daily Day plan of 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-feild

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
* Multi Tasking

**EDUCATIONAL CREDENTIALS**

**MBA in Marketing: 2013** fromIndian Institute of Planning & Management

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

**Class XII: 2007** from CBSE Board

**Class X : 2004** from CBSE 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 B- 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, Bakshi Ka Talab, Lucknow.

**Permanent Address:** A/503, Sanchar Vihar, I.T.I, Mankapur, Gonda(U.P)

**Father’s Name:** Sri Rakesh Kumar