Akash Sharma

Sr. Inside Sales Executive

My Contact

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📍 Nagpur, India 440030

CORE QUALIFICATIONS

- Lead Generation
- Data research
- Negotiation
- Customer Engagement
- B2B international sales
- LinkedIn prospecting
- Training and Mentoring
- Cold Calling

PERSONAL & PROFESSIONAL ACHIVEMENTS & AWARDS –

- Participated in various cultural Activities like Dance and Sports in school net college level competition.
- Got awarded in school as well in Delhi representing my school with scout and got selected for Delhi 100yrs jumboree, with scout Parade from my School and from Nagpur city 2008.
- Got awarded in school and OF Singh Academy and Times of India in Nagpur for winner of solo dance competition 2007.

About Me

Experienced business development professional looking for leadership position with increasing responsibility and room to contribute to company Success: Solid record of achievement over 5 years in sales for B2B and B2C industry with a core experience of working in All Region.

Professional Experience

Network intelligence private limited mumbai Maharashtra. (August 2023 – Till present) (Remote)

Senior inside sales Executive

- Generated new leads through accountresearch, USA, UK, EMEA, middle east, UAE, India Via cold calling and e-mailing, linkedin reachout,
- Experienced in managingSaas products and Services, implementing Salesforce cloud solutions, and implementing robust cybersecurity measures to protect sensitivedata.
- Engaged new customers through targeted cold calling, and e-mailing exceeding business development goals.

Osp mumbai Maharashtra. (March2023 – May 2023) (Remote) Business Development Executive

- Generated new leads throughaccount research, USA, UK,EMEA, UAE, India Via cold calling and e-mailing.
- Already worked in technologies like Healthcare SoftwareDevelopment,
- Robotic Process Automation, Remote Patient Monitoring, Medical Billing Solutions, Medical Coding System, UX/UI, Web development, Mobile app development, WordPress development, Graphicsand logo, Ecommercedevelopment, Digital marketingand content marketing.
- Generated new business by executing strategicTechnolgies and proactively engage with them to get new business,also done emailblasting strategies, via different free as well as paid method.
- Hands on experienceof using LinkedIn sales navigatorand other data prospecting tools. Like lusha, apollo, crunchbase, rocketreach, ambision box.
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- Hands on experience of using HubSpotCRM, salesforce crm ,
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- Working relationships with clients about IT products,sales services, and generate leads as per scope and requirement as per clients.
- Already done
- C2C and FTE also, placed candidates into contractual roles and full time role.

Education Background

2016
BBA HR Specialization Center
Point College, Nagpur university
[RTMNU] – Nagpur, MH
• B.B.A Graduate

2012
12th HSC
R.S.Mundle commerce
College – Nagpur

2010
SSC
Saraswati Vidyalaya - Nagpur

HOBBIES

Cricket, Football, Badminton, Chess,
Indoor & Outdoor Games, Interacting
With New Person, watching web series,
watching suspense thriller
horror drama movies

ADDITIONAL INFORMATION

Got opportunities for job from
Canada in CNRL company in 2020,
and business opportunities from
forex company Dubai location in
year 2022. Done family business
also, Got awarded in 52W as best
training employee and process
knowledge Associate. Got Awarded
as best specialized with team of
only two delivered Spanish and
Portuguese voice process, and
CDGA process campaign.

LANGUAGES

English, Hindi, Marathi, Punjabi,
Spanish, Portuguese.
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Datamatics business solution Ltd.- Mumbai (Feb 2022 – Mar 2023)

Inside Sales executive and Sr. lead generation Associate

- Permanent work from home from Pune, as well doing team mentoring for Pune team.
- Key responsibility and achievements in companies.
- Worked in USA, Canada, UK, Australia, India etc. all Time zones, dialed in HQL, SQL, MQL, BANT.
- Appointment setting depend upon shift and campaigns delivery requirements.
- Hands on experience of using LinkedIn sales navigator and other data prospecting tools.
- Collect data via cold calling and research via LinkedIn, ZoomInfo, company employee directory, hoovers etc. tools and drafting mail to enquire about there.

Entrepreneur

Freelancing Business– Nagpur, India
• My own startup of IT services, BPO campaign provider, job placement and recruitments, and banks loans dealing process. Started my own business, as an entrepreneur of IT sales [app development, digital marketing, software or website designing. PAN India job placement and recruitment, dealing in Loans, as a startup business, with having two own employees, on January 2021 to January 2022, in Nagpur.

• Key responsibility and achievements in Company :- Settings targets for my employees daily/weekly/monthly, providing them guidance, training, knowledge about IT products, all types of loans, recruitment HR placements, about product and services we provide, managing whole and sole responsibilities of my own firm. giving training knowledge and providing, BPO Campaign BPO outsourcing, Setup for Data dialer training ,candidates, of domestic and international campaigns like voice, non voice, chat process, B2B campaigns, customer service and support campaigns, and work as an mediator and vendor between US client and Indian clients.

• Campaign Runner :- Develop positive working relationships with clients, about IT products, website designing work, app making. digital marketing, software making, testing designing, sales support services, and generate leads.

• Provide job candidates best job opportunities in current market as per there requirement, and data entry, work from home work also, of US and Indians companies, for parttime full time duration

• Providing banks a good customers for Loans, as per there Cibil status and requirements, as fulfil there loan Requirements.

• Collect information from clients on their Risk profile in order to offer them the proper and best solution, good hands on skype to approach for Meetings.

Collect data from Indian and Foreign market, data venders for all types of data for calling, and broadcast messaging, for IT sales, Loans, data Entry products, and Recruitment. Targeting companies and individual to grow there business in less time by additional benefits through over firm and perfect deals

Personal Profile

- Date of birth : 31/03/1995
- Father name : Chandrakumar Sharma
- Gender: Male

- Permanent Address:- Flat no. 201, Ganraj 5, backside of Ashirwad high school, near Ganpati Nagar, Zingabai Takli Nagpur, Maharashtra, India.

- Current Address:- Flat no. 201, Ganraj 5, backside of Ashirwad high school, near Ganpati Nagar, Zingabai Takli Nagpur, Maharashtra, India

Research Analyst/Lead generation associate Vflyorions Technologies Pvt Ltd.

(Aug 2018- Jan 2021)

- Worked from in VFlyorions technologies Nagpur, As well as Promote das floor mentor in same organization.
- Key Responsibility and achievements in Companies:- Worked in US, Canada, UK Australia, India all times zones, Dialed in HQL, SQL, MQL, BANT, CD CDQA, appointment setting depend upon shift and campaigns delivery requirements.
- Develop positive working relationships with clients, about IT products sales services, and generate leads as per scope and requirements, as per clients.
- Collect information from clients on their risk profile in order to offer them the proper and best solution, good hands on skype to approach for meetings, teams, google meet.
- Appraise the wishes and demands of business or individual customers, generate appointments via calls or emails, good hands on tools and dialer like xtass and Inhouse CRM tools
- Collect data via cold calling and research via linkedIn, zoominfo, company employees directory, hoovers, etc. etc. tools and direct mail to inquire about their future needs.
- Also done, floor mentoring like helping to new joiners and other employees to help them given ideas knowledge and tricks to previse there monthly, targets, good knowledge about quality parameters and quality knowledge, for quality leads.