



AKASH VIJAYENDRA SHARMA

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Objective

To work for an Organization which provide me the opportunity to explore my skills and knowledge to grow along with the organization objective.

Experience

- ExcelR** 15th Feb 2021 - Still Working
Inside Sales Manager
Assist the prospective leads in Understanding the Course in detail and Convert them to take up the course.
Preparing short -term and Long -term sales plan for reaching the assigned goals/targets.
Deliver excellent customer service by communicating with prospective and utilizing reference Material ,as needed.
Manage Customer relations post sales with the customer ensuring the highest customer satisfaction.
Identifying reference through the existing customer base to increase the sales pipeline.
Conversion of Leads received through various marketing channels.
- Matrix Cellular** 1st Jan 2020 - 5th Feb 2021
Sales Executive
Achieving Monthly Sales , Revenue and data generation Target.
Developing New channel partner Managing Existing direct sales Agent for improved performance.
Exploring new opportunities while continuing to develop the existing once.
Generating regular Productivity reports .

Education

- Sai Balaji College** 2018-20
MBA
62%
- DAV College** 2015-18
BSC IT
46%
- Cosmos English High School** 2012-13
SSC
51%

Skills

- Team Work , Problem Solving , Decision Making , Communication.

Achievements & Awards

- Participate in Dance Competition in College

Languages

- English Hindi Marathi

Additional Information

Attended the one week Ecole Solitaire Finishing School Program for Management students of Sai Balaji Group of Institution, tilted Ordinary to Extra Ordinary Conducted by Internationally.