

Vansh Chauhan

Business Development

Email: vansh.chauhan05@gmail.com

Voice: +91-9891724460 & 8368081752

CAREER STATEMENT

Experienced and energetic Inside Sales Associate with expertise in SaaS sales, Cloud Sales Accounts Management, Lead Generation, Customer Service and E-Commerce. Self-motivated team player who can strike a balance between aggressively selling products or services and providing world-class customer service.

PROFILE

- Confidence, time management capability.
- Can work efficiently in a group as well as an individual.
- Conceptually strong with an innovative, detail-oriented and analytical approach to the work.
- Self-motivated, hardworking and goal-oriented with a high degree of flexibility, creativity and commitment.

WORK EXPERIENCE

Tech4Logic Pvt Ltd

December 22 to September 23

Sr. Business Development Manager

- End to end sales cycle from Generation leads, Solution offering, Price Negotiation, Quotation and closing.
- Selling Microsoft, AWS, GCP Licenses, cloud solution, Application

Majorel India

November 2021 to October 22

Sr. Inside Sales Account Manager

Client- Microsoft

- Sales Execution: identifying opportunities that meet Client's financial parameters and customer needs through matching the best fit for customer and implementation with the best partner/ Client and close Modern Work opportunities.
- Business Value Selling: Foster and expand Microsoft's relationships with Customer Business Decision. Hunt new Modern Work opportunities by identifying and engaging with key business contacts, understanding customers' business and technology priorities, governance, decision, and budget processes, and landing the value proposition of Modern Work solutions.
- Scaling and Collaboration: Leads the planning, orchestration, and execution of Modern Work opportunities with internal stakeholders and partners to cross-sell and up-sell.
- Researches and understands prospects before making the call.
- Effectively build and execute a target achievement plan to maximize output.
- Generating new accounts through the internet for maximum output.
- Discussing solutions with a customer relating to a business requirement
- Solving problems with customers as a first escalation point.

Sr. Business Development Executive

- Identifying and prospecting buyers through cold calls, Emails & social media.
- Evaluating and documenting qualifying factors for the lead such as client's budget, need and timeline.
- Having experience in prospected and closed sales in SMB accounts based out of India, primarily sold Salesforce CRM – Sales Cloud and Service Cloud.
- Specializing in Manufacturing, Real Estate, Education and Travel.
- Identifying client needs and suggesting appropriate products/solutions.
- Making multi-channel follow-up – helping uncover new deals and nurturing existing opportunities.
- Working closely with AEs across India accomplishments.

Girnar Software Pvt Ltd (www.mytelly.in)

September 2019 to March 2020

Senior Inside Sales Executive

- Member of the pilot program of Inside Sales for a Gurgaon based startup MyTelly – A technology company that provides Cloud telephony solution (Cloud Calling) to small, medium and Enterprise Industries.
- Responsibilities:
 - Listening to customer requirements and presenting appropriately to make sales
 - Maintaining and developing relationships with existing customers in person via calls and mails
 - Cold calling to arrange meetings with potential customers to prospect for new business
 - Responding to incoming mails and phone queries
 - Acting as a contact between a company and its existing and potential markets
 - Negotiating the terms of agreement and closing sales
 - Gathering market and customer information
 - Negotiating on price, costs, delivery and specifications with buyers and managers
 - Creating detailed proposal documents
 - Making accurate, rapid cost calculations and providing customers with quotations
 - Attending team meetings and sharing best practices with them

Arvato, Bertelsmann
Inside Sales Associate

July 2017 – July 2019
Client: Shopmatic

- Member of the pilot program of Inside Sales for a Singapore based startup Shopmatic – A technology company that believes in making everyone an online seller.
- Working in a blended process that requires communicating with SMEs and individual entrepreneurs via both inbound and outbound calls, chats and mails.
- Key Responsibilities include:
 - Generating Revenue for Shopmatic by selling subscription plans, renewals and other platform offerings (custom domain, Shopmatic World listing) as well as by cross selling partner offerings.
 - Nurturing a successful relationship with 200+ subscribed accounts by providing effective e-commerce consultancy, assistance in website designing and social media campaigns, hence, reducing the churn rate.
- Initiatives & Achievements:
 - Revived almost 30% recovery accounts by drafting tailored Sales strategies for the entire team members.
 - Improved account retention by formulating digital marketing strategies for subscribed accounts.
- Skills Explored:
 - Salesforce CRM, Intercom, Fresh works
 - Lead Management Process, Customer Account management, Customer Service.
 - Digital Marketing (SEO, Google Ad-words, Facebook Business Extension

Company Name: One MobiKwik System Pvt Ltd

Duration: From 11th Jan 2015 to 20th Dec 2016

Job Profile : Sr. Operations Executive.

Responsibilities:

- Answered all mail received by clients and resolved their queries and complaints on a daily basis.
- Consistently improve customer satisfaction through expert resolution of conflicts, issues, and concerns.
- Respond to questions and concerns about service and escalate Emails appropriately.

EDUCATIONAL QUALIFICATIONS

- 2013, B.Sc. (Mathematics), 58%
- 2010, Intermediate (Mathematics), 54%
- 2008, 10th (Mathematics) 50%

PERSONAL DETAIL

Date of Birth: 5 June 1992

Languages: Hindi, English

Address: Sec 17 Near Iffco Chowk Gurgaon (HR)