



Shubham Verma

Senior Sales Manager (Vetta Innovations)

Motivated Sales Associate with 2 years of expertise in increasing sales and client loyalty through customized service. A skilled at identifying customer needs, guiding to desirable products, and upselling to meet sales quotas. Committed to enhancing client experiences by being positive and professional when handling requests and completing sales.

Contact

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Address

B 268 Shastripuram, Agra

Education

2019-2021

PGDM

Jaipuria School of Business

2014- 2017

BCA

Dr. MPS College

Expertise

- Leadership
- Marketing
- Time management
- Storyboards
- Documentation
- Customer service

Language

English

Hindi

Experience

2022 - Present

TravelRash I Agra

Senior Sales Manager

Research to locate the best pricing and options according to client's specifications. Work to meet weekly and monthly sales goals as established by the company. Create customer experience facilitate a positive experience for clients. Book hotel reservations for guests in their desired location, ensuring their specifications for their stay are met. Organize and provide materials pertaining to potential locations and local tours to clients. Plan and promote accommodations and travel services. Educational Qualification:- Any Graduate, Under Graduate with Excellent communication skills. Diploma holders are also welcome.

2021 - 2022

UAS International I Gurugram

Area Sales Manager

I worked on intern personality development and conducted virtual sessions. In the Wealth & Travel Industry, I extracted sales targets from management interns. I assisted the interns in the creation of project reports. Assuring that the business's quality is checked. Candidates are interviewed (in peak hiring season). Interns for both verticals are being trained and motivated.

Maintaining a relationship with the client during the renewal period and making sure to collect the renewal on schedule to meet the company's persistence.

Manage the company's social media activities to demonstrate the company's development and corporate culture to the clients and to generate leads through social media.

2021 - 2021

PropertyPistol I Mumbai

Sales Manager

Convincing prospective clients that your organization is the right one to meet up their requirements. Manage your client base through excellent follow up on leads for existing and new clients. Sending out details of new properties on the market to people in your database. Working actively on the scheduled appointments and showing buyers around a property. Providing guidance to buyers in purchasing property for the right price under the best terms. Determining clients' needs and financial abilities to propose solutions that suit them. Intermediate negotiation processes, consult clients on market conditions, prices, legal requirements and related matters, ensuring a fair and honest dealing. Generate leads through canopy activities and other promotional activities

AWARDS

- The employee of the month June'21 in the BDM vertical
- Best Manager handling social media for the company in UAS International
- Becoming the Thailand expert in the travel vertical.
- Best Presentation on Destination Mauritius.
- Secured 3rd position In Ethical Hacking by Technoxian In association with E-Cell IIT-Delhi.