

Inside Sales Manager Resume Template (Full Text Version)

Shivam Bajaj

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Profile

Accomplished Sales Representative with a Positive, Passionate and Persistent Attitude. With an experience of 7+ Years working in the sales environment coupled with the exposure to Oracle Sales, LinkedIn Sales and SAP Sales in the IT industry has widened my knowledge and skills as a sales person, and sets me apart for success.

"Difference between a great career and a merely good one can come down to one simple thing: the willingness and ability to take intelligent risks" - Mike Gamson

Work experience

05/2017 - present, Digital Evangelist - Inside Sales, SAP, Bangalore, India

1) Advise customers on how to effectively & efficiently manage/strategize business transformation for enhanced ROI & Sustainability

2) Managing entire North, West & East region for SAP ERP Cloud i.e. Business by Design.
Responsible for Logo Acquisition & Incremental business from Installed Base

HIGHLIGHTS

- Euro 140 K Revenue attainment in the Small and Medium Business.
- Maintain 4X Pipeline
- Collaboration and Manage Partner's as well as Internal Stake Holders Over achieve Quota
- Biggest deal Euro 60K

10/2016 - 05/2017, Sales Specialist, LinkedIn, Bangalore, India

1) Transform the way business' Hire, Market and Sell.

2) worked with few large conglomerates in west and South of India to advise on social media being used to hire top-notch talent, while creating effective ways to sustain top talent.

3) Responsible for new business growth.

HIGHLIGHTS

- Achieved 102% and 130% of Quarterly quota
- LinkedIn Talent Solutions Top Performer India Enterprise Team Biggest deal \$ 18K

10/2013 - 09/2016, Consultant, Primavera GBU Marketing & Sales (PAN INDIA), Oracle, Bangalore, India

1) Single Point of Contact : Handling Construction and Engineering Global Business Unit across India

2) Creating a Sales Plan: Works closely with C-level clients as well as with local partners/resellers to fully understand their needs, maps out a proposed solution, plans the market coverage and presents the potential return of investment to the clients on the solutions.

HIGHLIGHTS

- 90% and 140% Year on year
- Biggest deal: \$ 600K for Project management.

Education

04/2011 - 03/2013, Master of International Business, ST. JOSEPH'S COLLEGE OF COMMERCE, Bangalore, India

- International trade and Commerce
- Export and Import Policies
- Project Management
- Basic German

Skills

Sales

Social Selling and Rapport Building.

Account Acquisition and Retention

Territory Management and Customer Support.

Lead Qualification and Nurturing

Negotiation and Closure

Sales Methodologies

John Costigan Sales Methodologies

SAP BASHO Technique

LinkedIn Sales Navigator

Digital Sales

Tools

Microsoft Office

Salesforce.com

Oracle CRM and Fusion
Oracle Quoting
SAP CRM and Harmony
LinkedIn Recruiter