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Summary

* Experience

4 years of Experience in B2B & B2C market into the end to end Sales & Marketing profile.

Experience

Inside Sales Manager

Tulip Telecom

Sep 2016 - Aug 2018 (2 years)

- Responsible for End 2 End sales
- Lead Generation and follow up on existing leads.
- To minimize sales time by targeting effectively the correct clients and companies.
- Generating leads through cold calling and converting leads into Revenue.
- Dealing with SPOC of the company, HR Head, Training Head, CXO's & project head
- Understanding the client's requirement and propose the best solution as per their needs.
- Revenue maximization by cross-selling and up-selling.
- Coordinating with the Clients, Trainer and other departments as per need.



Key Account Manager

Denave

Sep 2018 - Oct 2019 (1 year 2 months)

- Account mining, mapping and management
- Prospecting calls to SMB/Mid Market /Enterprise customers and advising them of the features and benefits.
- Generating new business via phone and/or email and introduce these prospects with STT-Telemedia products
- Understanding their requirements to pitch the best suitable STT products
- Building relationships with C-level, CXO's and decision-makers. Targeting both SMB & LCS accounts.
- Pipeline management for monthly and quarterly quotas
- Coordinating with STT sales team for increasing sales.
- Solving customer issues and challenges.



Territory Sales Manager

NoBroker.com

Oct 2019 - May 2020 (8 months)

Sales & Marketing at NoBrokerHOOD

Product-Visitors Management System & ERP

- Business Acquisition
- Business Development
- Client Relationship
- Business Strategy & Planning
- Cross Function with Operation team
- Revenue Maximization

Best performer for cracking biggest and first B2B deal in all over PAN India

Education



Monad University

Bachelor of Science - BS, Physics

2010 - 2013

Licenses & Certifications



Compact Diesel Technician Certification - All India Council For Technical Skill Development

Honors & Awards



Best Performer

Skills

Direct Sales • Sales & Marketing • Account Management • Inside Sales • End to End Sales • Startup Development
• Sales Strategy • Business Development • Leadership • PnL Management