

# AYUSH MAURYA

## Sales Executive

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### SUMMARY

Results-driven Sales Executive with 3+ years of experience in eCommerce Logistic, EdTech, and Service-Based Sales, specializing in consultative selling, market research, customer relationship management. Proven track record of exceeding sales targets, acquiring new clients, and driving revenue growth. Skilled in managing B2B & B2C sales, developing performing teams, and overseeing key accounts across international markets. Received multiple awards for exceptional performance and a customer-centric approach. Proficient in leveraging data analytics and CRM tools to optimize sales strategies and enhance customer engagement.

### EXPERIENCE

#### Specialist

[Shiprocket](#)

#### Key Account Manager | Shiprocket

- Onboard new sellers, understand their business needs, and provide tailored solutions for growth.
- Promote Shiprocket's additional services, including Checkout, Engage, Promote, and Analytics offerings to enhance seller experience.
- Develop and maintain strong client relationships, ensuring seamless onboarding and support.
- Consistently achieve and exceed quarterly sales targets, achieving 200% growth.
- Collaborate cross-functionally to optimize seller performance and maximize revenue opportunities.

#### Sales Executive

[InfoEdge India Ltd \(Naukari.com\)](#)

#### Senior executive in a leading job portal company.

- Handling a team of 3–5 people and supporting them in meeting their daily and monthly targets.
- Successfully generated ₹60 lakh in annual revenue as an individual contributor, consistently exceeding sales targets.
- Led a high-performing sales team to achieve ₹2 crore in annual revenue, fostering a collaborative and results-driven environment.
- Developed and maintained strong relationships with international clients across Qatar, Germany, France, the UK, the USA, and Canada, resulting in significant growth and customer retention.
- Identified and pursued new business opportunities in the Middle East, Europe, and Africa.

#### Associate Senior Executive

- Managing the end-to-end sales process to attract new clients by selling Naukari's services.
- Promoting and recommending additional paid services through upselling and cross-selling.
- Actively targeting new sales opportunities through cold calling, networking, and social media.
- Setting up meetings with potential clients, understanding their requirements, and presenting tailored solutions.
- Preparing and delivering persuasive presentations on products and services.

#### Business Development Associate

[Aakash Byju's](#)

#### Business development role in educational services.

- Conducted sales outreach by calling and pitching educational products to potential customers.
- Scheduled and conducted demo sessions with parents and students to showcase solutions.
- Provided academic counseling, guiding students on learning methodologies and personalized learning journey.
- Worked towards achieving and exceeding sales targets through effective lead generation strategies.
- Built and maintained strong customer relationships to enhance retention and referrals.
- Ensured high-quality customer service, addressing queries and concerns post-sale.

### LANGUAGES

Recognised as an Exceptional performer and received the best rating for Customer Orientation, solution Mindset, Team Work, Passion for work, experience and culture Competence.

Graduation Award from naukari FastForward.

Award from naukari FastForward.

### STRENGTHS

