



AYUSH MAURYA

Sales Executive

(91) -6394640050 ayushman.jan31@gmail.com

EDUCATION

Bachelor of Science (Mathematics)

Shri Kashi Chandradev Yadav Mahavidyalaya

07/2019 - 07/2022
Hazipur, Bamhaur, Azamgarh

Diploma in Mechanical Engineering

Savitri Bai Phule Government Polytechnic
07/2016 - 04/2019 Azamgarh

Senior Secondary Education

Kendriya Vidyalaya Azamgarh
04/2015 - 05/2016 Azamgarh, UP

Secondary Education

Kendriya Vidyalaya Azamgarh
04/2013 - 05/2014 Azamgarh, UP

KEY ACHIEVEMENTS

Exceptional Performer

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

Graduation Award from naukari FastForward.

Brightspark Award Brightspark

Award from naukari FastForward.

SKILLS

Consultative Selling · Market Research ·
CRM G Data Analytics · Competitive Analysis ·
EdTech G Service-Based Sales · IT Sales

STRENGTHS

Strong Communication Skills
Negotiation & Persuasion
Customer Relationship Management
Target-Driver Approach
Market Research & Analysis

SUMMARY

Results-driven Sales Executive with 3+ years of experience in eCommerce Logistics, IT Sales, EdTech, and Service-Based Sales, specializing in consultative selling, market research, and customer relationship management. Proven track record of exceeding sales targets, acquiring new clients, and driving revenue growth. Skilled in managing B2B G B2C sales, developing high-performing teams, and overseeing key accounts across international markets. Recognized with 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 07/2024 - Present
Shiprocket Gurugram

Key Account Manager | Shiprocket

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

Sales Executive 02/2023 - 06/2024
InfoEdge India Ltd (Naukari.com) Noida

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 **Dubai, Oman, Qatar, Germany, France, the UK, the USA, and Canada**, resulting in significant business growth and customer retention.
- Identified and pursued new business opportunities in the **Middle East, Europe, and Western marfiets**.

Associate Senior Executive

- Managing the end-to-end sales process to attract new clients by selling **Naufiri's** premium 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 concerns, and presenting tailored solutions.
- Preparing and delivering persuasive presentations on products and services.

Business Development Associate 05/2022 - 01/2023
Aakash Byju's Gurugram

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 learning solutions.
- Provided **academic counseling**, guiding students on learning methodologies and the **BYJU'S personalized learning journey**.
- Worked towards **achieving and exceeding sales targets** through effective lead conversion strategies.
- Built and maintained strong customer relationships to enhance retention and referrals.
- Ensured **high-quality customer service**, addressing queries and concerns post-sales.

LANGUAGES

English Proficient ●●●●● Hindi Native ●●●●●