

UTKARSH KESHARI

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PROFESSIONAL SUMMARY

Hello, my name is Utkarsh Keshari, and I am a dynamic sales professional with over 7+years of experience in sales and team management. With my strong leadership qualities and extensive experience in managing high-performing teams, I have consistently driven sales growth and exceeded revenue targets. As a skilled communicator with exceptional negotiation and problem-solving skills, I have developed and implemented successful sales strategies that have helped organizations increase their market share and achieve their business goals.

PROFESSIONAL EXPERIENCE

BRILLIANT INSURANCE BROKING SERVICES PRIVATE LIMITED

OCT 2017 – OCT 2019

Team Leader

- Leading and managing a team of inside sales representatives, providing coaching, guidance, and motivation to achieve sales targets and objectives.
- Building and maintaining relationships with customers, ensuring customer satisfaction and retention, and resolving customer complaints and issues.
- Conducting regular training and development sessions for inside sales representatives, ensuring they are equipped with the knowledge and skills to effectively sell the company's products or services. Staying up-to-date with industry trends, competitor activities, and emerging technologies, and using this knowledge to inform sales strategy and tactics.

RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED

OCT 2019 – JAN 2021

Agency Recruitment and Development Manager (Sales Manager)

- Directing and coordinating all sales activities locally and regionally. Preparing sales budgets and projections and approving expenditures.
- Overseeing local and regional sales, promotions and campaigns. Planning and directing the hiring and training of new Sales Representatives.

BYJU'S- Think & Learn Pvt. Ltd.

FEB 2021 – FEB 2022

Business Development Associate

- Expected to connect with potential customers, set up meetings, counsel the students on the BYJU'S unique way of learning and assist them to become premium subscribers.
- Responsible for building strategies to enhance the company's sales and overall organizational growth.
- They conduct market research and do analysis to understand client's requirements, create business plans, generate progress reports and create presentations.

RELEVEL BY UNACADEMY

MAR 2022 – AUG 2022

Business Development Associate

- Take prospect from initial contact phase to qualified phase over the phone. Present product solutions virtually. Generate revenue by counseling prospects and converting them to sales.
- Meet and exceed pipeline contribution goals. Respond quickly to assign leads, Willingness to be measured by weekly and monthly metrics.
- Use and become an expert on the Customer Relationship Management (CRM) system.

Livspace Home Interior Designs E-Commerce Private Limited

SEP 2022 – APR 2023

Transactional Analyst

- Make outgoing calls to potential customers to schedule high quality leads for sales. Identify customer's needs, clarify information, research every issue, and provide solutions and/or alternatives.
- Manage a large number of outbound calls in a timely manner. Document all call information in the CRM according to standard operating procedures. Meet personal/team qualitative and quantitative targets.
- Schedule Experience Centre visits with our design team as per defined process. Follow-up with internal stakeholders to ensure that appropriate action has been taken on customer requests and complaints. Make reminder calls to customers & schedule appointments, ensuring that the calls happen as per scheduled time.

Physics Wallah Pvt. Ltd.

APR 2023 – APR 2024

Senior Associate

- Initiate outbound calls to potential leads from a designated target audience.
- Conduct thorough needs assessments to understand the requirements and preferences of prospective students.
- Recommend appropriate courses from our portfolio that aligns with the learner's goals and objectives.
- Develop and maintain strong relationships with potential learners through regular follow-ups and personalized interactions.
- Nurture leads through ongoing communication and engagement to facilitate future conversions.

EDUCATION

College: J.S. University	2020
Course: Masters of Business Administration,	
College: Mahatma Gandhi Kashi Vidhyapeeth	2018
Course: Bachelor of Commerce	

SKILLS & OTHER

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|----------|----------------|
| • Python | • OSPF |
| • Excel | • Data Science |
| • CCNA | • SEO |

CERTIFICATIONS

- CCC (Course of Computer Concept) from NIELIT
- CCNA from Network Kings
- Digital Marketing from Google
- Excel from Great Learning

ACHIEVEMENTS & AWARDS

- JAVASCRIPT
- PROJECT
MANAGEMENT
- WEB ANALYTICS