

## SALES RESUME

**LOVINDER VERMA**  
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### **Objective:**

White collar with Sales attitude working with organization to solve the client problem and pitch them with better solutions. Grow with time & expertise and understand the market demand in present.

### **Skills & Abilities:**

Maintaining interpersonal relationship.  
Good verbal and written skills.  
Self-Motivated & Leadership.  
Expertise in progress with Business opportunity, Client handling & Corporate meeting.  
Adaptability and ability to work under pressure.  
Willingness to learn and implement in further new areas.

### **Experience From Feb,2019-**

#### **Sales Consultant- Fleetx.io Gurugram.(Currently working)**

Direct Sales (B2B & B2C)  
Customer Success  
Field visit, Client meeting with inbound leads and cold calling.  
Making prospect believe with great product & services.  
Launch Process in New cities.  
Market survey, heat map with Number of client available in area.

### **Experience From SEP,2017 till Feb,2019**

#### **Business Development Executive-Axetrack Software Solutions New Delhi.**

Sales (Retail & channel partner)  
Make distributors in New Delhi, Associates in market with large setups.  
Daily Meeting clients and finding prospect in Market.  
Follow ups include with brand Marketing. Presence of packaging, pricing, right outlets and gain customer.

#### **Enterprises Project:**

Team lead with people available on field, Generating MIS reports  
Handling team, take the relevant data and assigned them work calls and email.  
Including Customer Success

**Safety Events:** Mumbai, Hyderabad & Delhi.

#### **Ta Rule Technology Pvt. Ltd. April to July,17 (Intern)**

Based out of Software services.  
Interact with client for customization and pass on to Tech team.  
Make client happy and used to for software for further upselling.

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### Education

**Graduate IPU** New Delhi

B.Tech IT with 71%

The Cambridge School Uttarakhand

7<sup>th</sup> till 12<sup>th</sup> Standard.

**Languages :** Hindi & English

### Leadership

**Axestrack** - First company to work with obviously gives confidence and opportunity to explore how the market behaves, understand the business flow and Business development, Corporate Relations.

**Fleetx.io** – Previous experience helped with Study of Sales cycle, Marketing, Customer Success, Customer retention.

### Interests

Explore places

Read and write

Travel

Ready to Serve