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| hhkk | | | A B O U T M E |  | |  | **NITIN S D**  Inside Sales Representative, **Experience****Dell International Services India Private Limited** ●Engage with customers and partners to position Dell's end to end IT portfolio in India Commercial space ● Maintaining accurate and up-to-date pipeline by ensuring that each opportunity is included. Develop pipeline by checking customer's buying HISTORY AND making customer calls to pitch renewals.● Leveraging channel Partner and distributors to close the sales deals.● Strive towards exceeding quarterly sales target. Managing and closing end to end sales life cycle of targeted accounts and coordinating team-selling efforts.● Handing overqualified leads to the sales teams with the objective of closing the sale. Experience in training new hires to develop necessary process, closures and escalations.● Effectively utilize Dell tools and work closely with the necessary resources to meet sales objectives. Tools/Applications used – **Delta, Gii, Fusion, GAMA, FSR, GTT chat, OEP, BOBJ, and SFDC****Skills**  * B2B Sales Strategy * Time Management * Problem Solving * Effective Communication * Team Building * Negotiation Skills  **Achivements**   * Passed [IC38]-Certificate exam of insurance agents in life insurance. * Personal branding [**COURSERA**] * Won Beatboxing Competition.   **LANGUAGES**  English, Hindi, Kannada, Tamil |
| Highly energetic Inside Sales Representative with over 8 Months of experience and consistently exceeds revenue goals. Exceptional interpersonal communication and leadership skills. Knowledgeable in methods used to close winning deals. Delivers attentive service with focus on client acquisition and retention. | | | | | |
|  | C O N T A C T | | | |  |  |
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|  | | E D u c a t i o n | | |  |
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|  | | **CMR Institute of Management Studies**  *Degree* 2019-2022 BBA-Marketing management | | | |
|  | | Name of school PUC Baldwin Methodist college | | | |

