

VEVEK ARORA

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Summary

Highly motivated and detail-oriented Fresher Data Analyst with a strong foundation in data analysis, visualization, and reporting. Lead-generating individual with an exceptional work ethic resulting from more than 6 years' experience as a Senior Sales Consultant. Smart and sharp with a pleasant personality. A team-oriented mentality promoting excellent client rapport and relationship building talents.

Skills

- Advertising Strategies
- Data Visualization
- Outbound sales calling
- Statistical Analysis
- Data cleaning
- Product and service knowledge
- New Business Development
- Strategic account development
- Territory Development
- Sales Strategies
- Sales proposal creation
- Contract negotiation and closing strategies

Experience

SENIOR SALES CONSULTANT | 01/2020 - 10/2024

BELL (BCE) - Edmonton, AB

- Developed and implemented sales strategies to increase customer satisfaction.
- Managed the entire sales process from prospecting, lead generation, qualification, negotiation and closing.
- Built relationships with key clients through regular meetings and follow-up calls.
- Created monthly reports summarizing sales performance metrics such as revenue, volume, margin.
- Maintained an up-to-date database of leads, customers and prospects utilizing CRM tools.
- Coached junior sales consultants on best practices for generating leads, negotiating deals and closing sales.

SENIOR TECHNOLOGY CONSULTANT | 01/2018 - 01/2020

Staples Inc. - Edmonton, AB

- Conducted research and analysis of current technology trends to identify opportunities for improvement.
- Developed strategies for implementing new technologies within organizations.
- Designed systems architecture and implemented custom solutions tailored to client needs.
- Provided technical advice and guidance to clients regarding their technology needs.
- Created detailed project plans, schedules, resource allocations and budgets for technology projects.

Software tester | 04/2018 - 12/2018

Nextware Software inc. - Vancouver, Canada

- Performing Ad-hoc testing for desktop and mobile versions of the applications.

- Performing a cross-browser and cross-platform testing to ensure application compatibility with different browsers.
- Reporting and tracking bugs using JIRA
- Creating and running automation scripts using Eclipse.
- Identified application defects and mitigates them.

Other relevant experience

Store Supervisor | 02/2021-02/2018

Help desk support Analyst | 01/2016 - 04/2016

IT Analyst | 09/2012 - 04/2013.

IT Analyst | Project 01/2012 - 05/2012.

Education and Training

Tops Technologies - Ahmedabad, Gujarat | Data analyst

In progress

Mohawk College of Applied Arts And Technology - Hamilton, ON | Diploma of Computer System Technician –Network Systems

04/2016

R.C.Patel Institute of Technology, Shirpur, Maharashtra, India - Bachelors in Computer Engineering

06/2012

Accomplishments

- Bell Store: Received the highest sales from November 2023 to March 2024, demonstrating remarkable sales performance and customer satisfaction.
- Blitz: Secured the region's greatest weekend sales in December 2023, demonstrating strong market presence and excellent sales methods.
- EWOK: Recognized for exceeding all sales targets, demonstrating dedication, strategic planning, and excellence in sales execution.

Languages

English:

Professional

Gujarati:

Professional

Hindi:

Professional