**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 experinces

# **Store Supervisor | 02/20217-02/2018**

# **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 anayst**

## 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