Abhishek Pathak

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# Objective

Aspiring to work with an organization with a dynamic environment that provides a wide spectrum of

Exposure which leverages my skill that contributes in growth of the organization and to make every

Assignment count in my personal development.

# Education

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Qualification | Degree | Specialization | College/School | University/Board | Year Of  Passing |
| Graduate | BBA | Commerce | Institute of management education (Delhi Ncr) | CC University | 2017 |
| Senior  Secondary | 12th | Commerce | S.B.V public school, R.K puram | CBSE | 2014 |
| Higher  Secondary | 10th | All  Foundation Subject | Kendriya  Vidyalaya, R. K Puram Sector-2 | CBSE | 2012 |

# work Experiecne

Sales Consultant

**AGP Technologies Pvt Ltd**-June-2020-to- Present

* Maintaining the salesforce.com, customer relationship Management data Base
* To recommend solutions of any difficulties face by the client
* Responsible for cold calling prospecting and closing sales at all Revenue Levels
* Report to sales Manger about goals, sales and prospects
* Listening to customers requirements and presenting appropriately to make sales

**Paisa Bazaar.com -** July 2018 – Sept ,2019

* Develops Key Channels partners to assist with business development
* Assisted in the training of new sales executive in utilization strategic planning and perfecting their pitch.
* Build Creative sales strategies to increase customer satisfaction and attain business sales goals
* Managing and participating in major pilots projects to increase revenue of company.

# Awards and Acknowledgements

* Participated in **National conference** organized by the college in 2016.
* Participated twice in **swimming competition** and have been awarded in 3rd position for freestyle swimming on September 6, 2015.
* Won in the **intra-cricket championship** in college BBA versus BCA.

# skills

* MS office – MS Word, Ms PowerPoint, MS excel
* Being inquisitive and creative by nature I try to deliver deeper into the subject.
* Self-motivated and communication skills.

# Personal details

Father’s name: Mr. Yatish Pathak

Mother’s name: Mrs. Seema Pathak

Applicant’s DOB :20 December, 1995

Marital status: Single

Languages known: Hindi and English

Hobbies and interests: Swimming and reading good literature