

SHIVAM KUMAR

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OBJECTIVE:

To help in building organization's strength by comprehensively understanding, analyzing and evaluating the customer needs thereby creating business opportunities for organization. A very performance-oriented individual maintaining high standards of professionalism and dedication through a constant process of qualitative self-learning. Also, keen on process improvisation and implementation

PROFESSIONAL SUMMARY:

- Enthusiastic and personable inside sales rep with 2+ year of experience in the building and staffing and recruiting industry
- Responsible for getting new leads/requirements and maintaining existing clients to enhance business relations.
- Generate requirements from new clients and existing clients.
- Analyse the market and establish competitive advantages.
- Set up meetings between client decision-makers and company practice leaders/Principals.
- Identifying and generating prospects for new clients through lead generation, cold calling, referencing & social media interface.
- Proposal writing and leading commercial negotiations.
- Talented at building quick rapport with prospective customers and using insights into their needs to propose attractive options and close sales.
- Strong track record for working efficiently under strict time pressure and meeting challenging
- Present and demonstrate products and clearly explain features and benefits to clients
- Build positive links with prospective clients and maintain long-term relationships with an existing client base
- Discuss clients' needs, expectations, and budgets and propose cost-effective solutions, capitalizing on upselling opportunities
- Process sales using the payment system, coordinate product pickups, and reorder stock to ensure a steady supply
- Answered customer queries in-person and via phone and email and resolved complaints courteously and efficiently
- Worked closely with teammates to exceed ambitious sales goals
- Provided outstanding customer care and support, ensuring that every visitor found a suitable product for their requirements.
- Results-driven Inside Sales Representative with five years of experience maximizing revenue opportunities in B2B sales.
- Strong cold calling and relationship building skills.
- Proven expertise in proactively addressing objections and resolving issues.
- Strong desire to focus on client retention.
- Collaborated directly with potential clients, providing contract estimates and building trust that resulted in 5-year customer loyalty on average

TECHNICAL SKILLS:

Inside Sales,	Worked in LinkedIn, ZoomInfo, Xing, Google X-Ray search, HubSpot, Rocket reach, sales force etc.
Lead Generation	Understanding of inbound and outbound both and Active and passive leads
(CRM)	helping companies to identify and target new prospects.
Business Development	Understating of generating new Business, Business strategy, improving Business pitch at all
Account Management	Managed all to working account and lead generating tools
Data analysis	Worked on Gem portal, and data filtration with USA clients
Telephone call	Generated the new prospect through cold calling
Time-management skills	For understanding managed the pipeline time to time and follow-up
Negotiation	used the good cop/bad cop strategy
Prospecting	Firstly Identified, cold calls, send emails, or InMail on LinkedIn to people that fit

EDUCATION :

Bachelor of Science (B.Sc.) University
CSJMU university Kanpur U. P.

2019 - 2022.0

CERTIFICATION :

Certified Basic computer Science
(Aim Computer Academy)

Oct 2019

WORK EXPERIENCE:

Company Name: IT RESOURCE HUNTER

‘July 2021 -Current’

Role : Inside sales/Research Analyst Specialist

Hands Responsibilities:

- Generated Qualifying leads by understanding their needs, budget, and timeline.
- Modeled revenues, employees, valuation for private companies using various approaches.
- Interested in private/public companies' data like revenues, employees, funding, M&A, etc. in the United States, United Kingdom, Canada and other biggest economical countries
- Reached out to existing & new prospects to set up appointments/demos/trials.
- In this position, worked in public portals and Job portals to identify the technology requirements posted by different Clients in the USA.
- worked in web sources to get the appropriate contacts/leads and their designation.
- Have a better understanding of wide-range exploring/ researching skills through web sources/websites.
- Implemented effective lead generation strategies, including cold calling, email campaigns, social media outreach, and networking.
- Collaborated with the sales team to ensure a smooth handoff of qualified leads.
- Maintained accurate and up-to-date records of lead interactions and status using CRM software.
- Monitored and analyzed lead generation metrics to optimize performance and improve conversion rates.
- Staying up-to-date with industry trends, market changes, and competitive activities to identify new opportunities.
- Document and update CRM with daily activities as required.
- Drive sustainable financial growth by boosting sales and forging strong relationships with clients.
- Utilize their skills to generate high-quality leads, build strong relationships with customers, and close deals.
- Exceed targets for new sales, referrals, or renewals in an individual contributor role.
- Respond quickly to assigned leads and achieve enrollment targets.
- Scouted public sources and scraped that data on private companies.
- Implemented comprehensive industry classification structure to group companies together and generate insights and group them together.

Company Name: IT RESOURCE HUNTER

‘Apr 2021 -July2021’

Role : Intern Inside sales executive/Research Analyst

Hands Responsibilities:

- Joined IT Resource Hunter as a Research Analyst Intern so developing and maintaining database and business identifying
- Interacted with potential and existing customers through emails, social media professional site, and live website chats to persuade them to purchase companies' products and services.
- Data system -reorganizing data in a readable format
- Developing in-depth knowledge of product features and benefits.
- Utilizing virtual meetings to build relationships with new customers.
- Set up appointments and find potential clients for the sales team.

Honor & Awards:

Employee of the month- IT Resource Hunter

‘July 2022

Personal Profile

Date of Birth : 15th Jun, 2002
Father’s Name : Anil Kumar
Mother’s Name : Pushpa Devi
Nationality : Indian
Languages known: Hindi and English
Permanent Add. : Village- Bhadwara
P.O. + P.S. – Bhadwara,
Ghatampur
PIN: 209206
District: – Kanpur (U.P.)

Date:
Place: Kanpur

Signature:
Name: Shivam K