

Abhishek Kashyap

Contact

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Skills

Complete “CCC” certificate from NIELT (Doacc).

Skills:-

CRM Experience (Salesforce, Lead Square, Nimbus)

Client acquisition and retention

Upper intermediate

Team management and Revenue Generation

Advanced

Decision Making

Upper intermediate

Good Communication skill.

Upper intermediate

Inside sales

Advanced

CARRER OBJECTIVE: I am confident, self motivating individual who believes in learning new skills and mastering existing ones. I take pride in the quality of work I do and this constantly encourages me to do better still. I work closely with my clients, helping them in solving problems and achieving accelerating results and resolving their queries. I strongly believe passion brings possibilities to life.

Work History

2023-01 - Current	<div>Senior Business Development - Sales</div> <div><i>XALTIUS, Kanpur (WFH)</i></div> <ul style="list-style-type: none">• Work on global business development through sales and achieve business targets• Identify decision makers within targeted leads and data sourcing through networking• Identifying flaws in deals with respect to accounts leading to increased productivity• Building costumer relationships with clients for pre- and post-sales• Managing the cordial equation between the customers and the technical management• Consistently achieve revenue targets in line with team/organizational objectives• Proactively identifying cross-selling/up-selling opportunities with existing customers• Identifying references through the existing customer base to increase the sales pipeline• Set and exceeded inside sales goals by establishing ambitious targets and motivating sales representatives.• Cultivated interpersonal skills by building positive relationships with others.• Passionate about learning and committed to continual improvement
2022-06 - 2023-01	<div>INSIDE SALES MANAGER /(Specialist)- ROW</div> <div><i>Simplilearn, Bangalore</i></div> <ul style="list-style-type: none">• Handling ROW (Rest of the World)- Middle East• Work on global business development through sales and achieve business targets• Identify decision makers within targeted leads and

[Product] sales specialist

Advanced

Increasing sales

Advanced

Languages

Male

Languages Known : Hindi,
English, Punjabi

data sourcing through networking

- Identifying flaws in deals with respect to accounts leading to increased productivity
- Building costumer relationships with clients for pre- and post-sales
- Managing a cordial equation between the customers and the technical management
- Consistently achieve revenue targets in line with team/organizational objectives
- Proactively identifying cross-selling/up-selling opportunities with existing customers
- Identifying references through the existing customer base to increase the sales pipeline
- Understand the customer requirement and pass on the insights towards the product portfolio improvement based on customer interaction/feedback
- Set and exceeded inside sales goals by establishing ambitious targets and motivating sales representatives.

2022-03 -
2022-06

Think and Learn pvt ltd, BYJU

- An Individual contributor role in an employee-oriented
- Contacting potential customers (parents and students) to set up meetings, counsel the students on learning pedagogies and the BYJUS personalised learning journey.

2021-08 -
2022-01

SRM – Senior Relationship Manager

Swami Hyundai

- Understand customer needs and develop plans to address them
- Identify key staff in client companies to cultivate profitable relationships
- Resolve customer complaints quickly and effectively
- Forward upselling and cross-selling opportunities to the sales team
- Promote high-quality sales, supply and customer service processes
- Aim to preserve customers and renew contracts
- Approach potential customers to establish

relationships

- Gain solid knowledge of competitors

2019-01 -
2020-01

Regional Manager

NEXA

- Create regional sales plans and quotas in alignment with business objectives
- Evaluate Sales team and individual performances
- Forecast quarterly and annual profits
- Prepare and review the Quarterly & Weekly budget for the area of responsibility
- Analyze regional market trends and discover new opportunities for growth
- Address potential problems and suggest prompt solutions
- Participate in decisions for expansion or acquisition
- Suggest new services/products and innovative sales techniques to increase customer satisfaction

2018-04 -
2019-05

Sales Consultant

Swarn Ford, G.T, Kanpur

- Need assessment of customers
- Vehicle Selection for customer according to their need
- Suggesting customers for shaping their decision regarding selection of vehicle
- Coordinating for finance on selected vehicle
- If customers take finance then collection of documents as per requirement.

2016-01 -
2017-03

Technical Sales Executive

T.L.C

- Recive inbound call from customer
- Solve out the quiry of customer
- Solve the all problem related to technical support.

2015-04 -
2016-10

Sales Consultant

Applect

- Need assessment of customers
- Vehicle Selection for Customers according to their need
- Suggesting customers for shaping their decision

regarding selection of vehicle

- Coordinating for finance on selected vehicle
- If customers take finance then collection of documents as per requirement

Education

B.A.: MASS COMMUNICATION

P.R.FROM I.I.M.M

2012-04

Intermediate

HARMILAP MISSION SCHOOL, C.B.S.E. BOARD (H.M.S. KNP) - KANPUR

Additional Information

- Permanent Address: Arazi No. 61, Plot No 21-A
Yogendra Vihar, Khadepur Kanpur