

Arka Dey

Sales Professional

As a driven and results-oriented Sales professional, I bring extensive experience in inside sales, leading teams, and acquiring clients. I am highly motivated to contribute to the success of my team through diligent work, meticulous attention to detail, and exceptional organizational abilities. With a deep understanding of technology and a genuine passion for the IT industry, I am constantly eager to learn, evolve, and excel in my career. With a proven track record of delivering outstanding outcomes, I am a goal-driven individual. I thrive in fast-paced environments and excel in fostering and nurturing client relationships. Leveraging my robust technical knowledge, leadership acumen, and unwavering commitment, I am dedicated to propelling business growth and achieving remarkable success for both my team and the organization.

Work History

2022-02 - Current	<div>Senior Inside Sales Representative <i>Deskera Systems India Pvt. Ltd., Bengaluru</i><ul style="list-style-type: none">Set and exceeded inside sales goals by establishing ambitious targets and motivating sales representatives.Prepared pricing strategies for current customers to enhance sales and increase profitability.Monitored and amplified sales pipeline to maintain flow of potential leads and prospects.Cultivated productive relationships and maintained quality communications with account contacts to maximize client retention.Liaised with clients via email or phone to identify and address needs, growing existing accounts through cross-selling.Presented features to diverse audiences, applying consultative sales techniques to secure new contracts.Updated accounts and maintained long-term relationships with clients.Fostered lasting relationships with customers through effective communication and quick</div>
----------------------	---



Contact

Address
Bengaluru, India 560037

Phone
9625024817

E-mail
arkaadra@gmail.com

Skills

Enterprise Sales	●●●●● Advanced
Material Requirements Planning (MRP)	●●●●● Advanced
Enterprise Resource Planning (ERP)	●●●●● Advanced
Customer Relationship Management (CRM)	●●●●● Advanced
Human Resources	

response, resulting in long-term loyalty and expanded client base.

- Negotiated prices, terms of sales and service agreements.
- Kept detailed records of daily activities through online customer database.
- Identifying and attracting potential customers through various marketing and outreach strategies to generate interest in products or services offered by the organization.
- Drive revenue growth, build strong customer relationships, and contribute to the overall success of the organization through effective sales strategies and execution.

2021-10 -
2022-01

Business Development Manager

Qikwell Technologies India Pvt Ltd, Bangalore

- Reached out to potential customers via telephone, email, and in-person inquiries.
- Generated new business with marketing initiatives and strategic plans.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.
- Prospecting and Consultative Selling and Needs Analysis
- Drive revenue growth, build strong customer relationships, and contribute to the overall success of the organization.

2019-09 -
2021-09

Secretary General - Trustee

Joy Maa Tara Trust of India, Kolkata

- Charitable work management towards the poor people for education & health issues.
- Administrative Management work for the Trust.
- Management of the team, job role planning & execution of the charities.

2017-07 -

Technical Sales Engineer

Information Systems (HRIS)



Advanced

Software as a Service (SaaS)



Advanced

Business-to-Business (B2B)



Advanced

Inside Sales



Advanced

Lead Generation



Advanced

Partner Relationship Management



Advanced

Team Management



Advanced

Product Demonstration



Advanced

Negotiation



Advanced

Deal Closure



Advanced

New Customer Acquisitions



Advanced

Languages

English



Advanced

Hindi

2019-08	Innomod India Pvt Ltd, New Delhi	<div> <div>●●●●●</div> <div>Advanced</div> </div>
	<ul style="list-style-type: none"> • Proficient in generating and identifying potential leads for sales opportunities. • Skilled in acquiring new customers through effective sales strategies and tactics. • Experienced in building strong relationships with customers to ensure their long-term satisfaction and loyalty. • Well-versed in negotiating favorable terms and conditions to secure profitable deals. • Capable of developing and implementing sales strategies to achieve business objectives and drive growth. • Adept at engaging and interacting with customers to understand their needs and provide tailored solutions. • Successful in acquiring new customers through targeted marketing campaigns and effective sales techniques. • Possess a strong sales aptitude and a proven track record of exceeding sales targets. • Driving revenue growth, expanding the customer base, and promoting the adoption of ERP solutions among organizations through effective sales strategies and execution. 	<div> <div>Bengali</div> <div> <div>●●●●●</div> <div>Advanced</div> </div> </div>

Education

2012-07 - 2015-05	<div> <div>Diploma: Mechanical Engineering</div> <div>Elitte Institute of Engineering And Management - Kolkata</div> </div>
----------------------	---