

# DIVYANSH VISHWAKARMA



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Bangalore

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## PROFESSIONAL SUMMARY

Results-oriented sales professional with expertise in SaaS solutions, presales, and customer engagement. Proficient in delivering technical product demonstrations, optimizing lead conversion, and offering tailored business solutions. Eager to contribute as a Presales Consultant at Hypergro.ai.

## EDUCATION

ACROPOLIS INSTITUTE  
OF MANAGEMENT  
STUDIES AND RESEARCH

Bachelor of Business  
Administration  
(Marketing)  
2019-2022

## SKILLS

- Customer Service
- Market Research
- Presales & Product Demonstration
- Negotiation & Communication
- Consultative Sales & Objection Handling

## LANGUAGE

HINDI  
ENGLISH

## WORK EXPERIENCE

### Dukaan (mydukaan.io)

SEPT 2022 - MAR 2023

-Presales Executive

At Dukaan, I played a key role in driving presales efforts by booking multiple daily product demonstrations, ensuring a steady pipeline of qualified leads. I worked closely with potential clients to understand their business challenges and align Dukaan's offerings accordingly. Through consultative sales techniques and effective objection handling, I contributed to improved conversion rates. Additionally, I collaborated with sales, product, and engineering teams to streamline customer onboarding and enhance retention.

### Dezy (smiles.ai)

AUG 2023 - Dec 2024

Sales Manager

At Dezy (Smiles.ai), I managed customer inquiries and guided prospects through the sales funnel using a consultative approach. By building strong relationships and understanding customer needs, I helped drive conversions and enhance customer retention. My role involved providing ongoing support to ensure a seamless experience, ultimately strengthening brand loyalty and customer satisfaction.

### Dentakay

Dec 2024 - Present

Inside Sales Representative

At Dentakay, I focus on end-to-end sales, specializing in closing deals for dental treatment services. My role involves handling inquiries from US and UK customers, understanding their needs, and guiding them through the decision-making process. By leveraging persuasive communication and consultative selling techniques, I ensure a seamless patient journey from initial contact to finalizing treatment plans, contributing to revenue growth and customer satisfaction.