

ABHISHEK KUMAR

@ abhishekinfo7@gmail.com

📞 7084670876

📍 Sa 2/398 D2 Daulatpur Pandeypur Varanasi.

in <https://www.linkedin.com/in/abhishek-sharma-a0b425144>

My performer sales background, in addition to my 3 year industrial knowledge, makes me the perfect fit for this job. Thank you for your time and consideration. I sincerely hope you will allow me the opportunity to prove my skills and experience through an interview. I look forward to hearing from you.

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Personal Details

Date of Birth : 05/12/1994

Marital Status : Married

Nationality : Indian

Religion : Hindu

Gender : Male

Driving Licence : Yes

Place : Varanasi

Salary Claim : Negotiable

Skills

1-Effective Communication. 2- 20% Product Expertise. 3-Customer Service. 4-Problem Solving. 5-Business Acumen. 6-Sales Demoing. 7-Negotiating. Prospecting.

1-Confidence - maintaining a 100% positive attitude. 2-Resilience - communicating with

OBJECTIVE

1-Collaborative and result-oriented individual with an ability to generate high-quality leads and convert them into sales desires to work at MNC Inc. as a Business Development Manager or Business Analyst.

EXPERIENCE

Outlook

Sales Executive

2018 -
2019

My works as a Sales executives help to drive a business forward by selling its products or services to customers.

My role as a sales executive is to sell a company's products and services to individuals, businesses, and government organisations.

Zebronics

Territory Sales Manager

2019 -
2020

1-Sell telecommunications products and services to both individuals and company.

2-Build market position by locating, developing, defining, negotiating, and closing business relationships. Keep abreast of current technology trends.

3-Sell telecommunications products and services to both individuals and companies in the best possible manner and in such a way that the customer or client is completely convinced of making the purchase and are also satisfied with the products and services.

conviction. 3-Active listening - understanding the customers' needs. 4-Rapport building - selling your personality. 5- Entrepreneurial spirit - continual self-improvement.

Achievements & Awards

1-Played cricket state level, zonal level ,National level 2-Played for UP Railway

Having more than 10 IIT sports fest winning certificates.

Having internships from IIT BHU on Python language.

Having internship on Apps Development from UP.TECH.

Languages

Hindi

English

Interests

Sports

Reading book

Travelling

Photography

Internet Surfing

BYJU's

Business Development Associate

1-Work closely with the Product team to develop and deliver virtual content, product tours, product demos, and training material. Use market research and work with the leadership to develop competitor analysis.

2-

The BDA will add value throughout the sales process in initial discovery, tailored Academy demonstrations, and client on-boarding. This position will also play an important role in additional sales enablement efforts such as marketing and internal communication about the Academy.

2020 -
2023

EDUCATION

Udai Pratap Public School

High School

74

2010

S.Palakdhari Intermediate college

Intermediate

66

2013

Uttar Pradesh Technical University

B.Tech

74

2019

PROJECTS

Vehicle Breakdown Assistance

“Vehicle Breakdown Assistance Management System using PHP” is a web-based technology that brings up various roadside assistance companies online. This application can be incredibly handy when your vehicle breaks down and it's not possible to repair it on the spot.

REFERENCE

- "BYJU's "

Human Resources Manager

Tanya.sinha1@byjus.com

9934013800



- "Teqstudio "

CEO , Director

Gautaminfo@gmail.com

8446692450

ADDITIONAL INFORMATION

Played cricket nationally.

Played Badminton on state level.

Strong leadership quality.

Great Motivator.

Education counsellor.