

# ABHISHEK KUMAR

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## PROFILE

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I am a collaborative and result-oriented professional with the capability to generate high-quality leads and successfully convert them into sales. I am keen to explore opportunities at MNC Inc. and am interested in roles such as Business Development Manager or Business Analyst.

## PROFESSIONAL EXPERIENCE

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December 2020 –  
2023

**BYJU'S**, Senior Business Development Associate

- In my capacity as an educational counselor, my role extends to students of all ages without regard to any demographic barriers or groups. I am dedicated to assisting students in shaping a career aligned with their preferences and aspirations.
- Additionally, as an educational counselor, collaboration with the Product team is integral to my responsibilities. This collaboration involves active participation in the development and delivery of virtual content, product tours, product demos, and training materials. My role further entails utilizing market research to contribute to competitor analysis in alignment with the organizational objectives.

May 2019 –  
August 2020

**Zebronics**, Territory Sales Manager

- Facilitate the sale of telecommunications products and services to both individual consumers and corporate entities in an optimal manner. Ensure that the sales approach is executed with utmost effectiveness, leaving customers or clients thoroughly convinced of their purchase and ultimately satisfied with the provided products and services
- Establish and enhance market position by identifying, cultivating, delineating, negotiating, and finalizing business relationships. Stay informed about contemporary technology trends to remain abreast of industry developments.
- Facilitate the marketing and sale of telecommunications products and services to both individual consumers and corporate entities.

September 2018 –  
February 2019

### **Outlook, Sales Executive**

In my capacity as a Sales Executive, I contribute to propelling business growth through the effective promotion and sale of products or services to customers. As a Sales Executive, my primary responsibility involves the sale of a company's products and services to a diverse clientele, encompassing individuals, businesses, and government organizations.

## **EDUCATION**

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2013                      **S.P Intermediate college**, Intermediate  
2011                      **Udai Pratap Public School**, High School  
2019                      **Uttar Pradesh Technical University**,  
B.Tech// Computer Science and Engineering

## **SKILLS**

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Customer Service • Problem Solving • Sales Demoing • Negotiating

## **CERTIFICATES**

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**Pursuing IIM**  
**Visakhapatnam - Executive**  
**Program in Business**  
**Analytics & Data Driven**  
**Decision Making**

**Internships from IIT BHU**  
Python language

**Internship from UP. TECH**  
Apps Development

## **REFERENCES**

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**Tanya Sinha**, *Human Resources Manager*, BYJU's  
Tanya.sinha1@byjus.com, 9934013800

**Gautum**, *CEO , Director*, Teqstudio  
Gautaminfo@gmail.com, 8446692450

## **PROJECTS**

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### **Vehicle Breakdown Assistance**

Introducing a Vehicle Breakdown Assistance Management System employing cutting-edge PH technology, which seamlessly connects users with a diverse range of roadside assistance providers. This application proves invaluable in situations where a vehicle breakdown occurs, enabling prompt access to assistance services and, if feasible, immediate on-the-spot repairs.