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Praveen Sharma

EDUCATION

B. Tech in Mechanical
Engineering
GGSIU, New Delhi, India
2014-2018

KEY SKILLS

CUSTOMER RELATIONSHIP MGT.



DECISION MAKING



TEAM PLAYER



MULTI-TASKING



DATABASE MANAGEMENT



TEAM LEADERSHIP



CONFLICT RESOLUTION



PROFESSIONAL SUMMARY

Dynamic & motivated professional with demonstrated history of working in sales with the Ed-tech industry.

Skilled in public speaking, demonstrating exceptional strategic planning skills, people management, and leadership with an elementary technical knowledge of business processes in SAP – SD module.

Proficient in understanding the client's business process for requirement gathering.

PROFESSIONAL EXPERIENCE

WHITE HAT Education Pvt. Ltd

SALES MANAGER: (July 2020 – Present)

DEPT. : Sales and Operations

- With a history of doing sales, and understanding business requirement delivered 3.4 million rupees as an individual having 92.6% retention rate.
- Responsible for performing sales and operations simultaneously in order to boost the revenue generation and provide smooth working for organization.
- Worked under different verticals from Lead generation, referral generation to revenue generation and handled a team of 6 internally which helped them achieve 500% rise in their base targets.
- Responsible for end-to-end conversion of the platform from prospect to active consumer in the sale cycle.
- Providing On-call support and fixing the critical issues as per business requirement with a solution oriented approach.
- Supporting Client and solving medium to high priority issues.
- Planning and strategizing revenue generation model for sustainable growth.
- Handling continuous process improvement activities within the project.

TECHNICAL SKILLS

Elementary knowledge of
SAP-SD,
inclusive of fundamentals
of Organization structure,
Master Data, Pricing,
Billing, Pre Sales
activities, Delivery
types, billing types, End
to End configuration

Product Life Cycle Mgt.

MS – EXCEL,

MySQL

ACHIEVEMENTS

EMPLOYEE OF THE MONTH

October, 2020

WhiteHatJunior – Education Pvt. Ltd

EMPLOYEE OF THE WEEK

August, 2019

Byju's-Think and Learn Pvt. Ltd

HOBBIES



Music



Travelling



Theatre

VEDANTU Innovations Pvt. Ltd.

Sr. Business Development Associate: (March 2020 – July 2020)

DEPT. : Sales and Operations

- Led a team of five members internally, analyzing each talent and providing elementary training sessions to help them achieve the numbers not only in terms of input but in terms of output as well, with me delivering the revenue of more than 1.5 million INR.
- Implemented plans and strategies for changes occurred during lockdown for better revenue generation as an Individual and as a Team, which led to 103% increase in the revenue generated by an Individual.
- Responsible for requirement gathering from customers and prepared functional specification documents for personalized learning.

BYJU'S – Think and Learn Pvt. Ltd

Business Development Associate: (March 2019 – March 2020)

DEPT. : Sales And Operations

- With a proven track record, delivered the revenue of more than 7.3 million Rupees.
- Was Responsible for end-to-end conversion of the platform from prospect to active consumer in the sale cycle.
- Was Responsible for carrying Business operational activities.
- Negotiation and conversion of leads provided by the sales team via meetings and mails.
- Was actively liaising with the end consumer to know the requirements and design product according to their needs.
- Mediating between the technical team and the consumer team to cross-verify the requirements of the consumer.

New Laxmi Press – Printers and Advertisers

Product Analyst: (March 2018 - March 2019)

DEPT: Business Consulting – Marketing and Strategy Planning

- Gathered product requirements for enhancement of existing product Offerings and worked on detailed functionalities.
- Managed product roadmaps, scope and timelines for product lifecycle. Conducted market research to identify competitors, target market and market trends.
- Documented functional and business requirements in collaboration with the product development team.