

ARKA DEY

Senior Inside Sales
Executive

Contact

Address

#49, 3rd Cross, Silver Spring
Layout, Thubrahalli, Bangalore -
560066

Phone

+91-9625024817

E-mail

arkaadra@gmail.com

Skills

Technical Knowledge Preview

Application: MSOffice Suite
(Word, Excel, PowerPoint, Access,
Outlook)

Hardware: Computer Hardware,
Machine Tools, Heat Power

AutoCAD

Inside sales

Team Handling

Executive sales strategies

Client Acquisition & Retention

Direct sales

Sales communications

Outbound sales calling

Enthusiastic Sales professional eager to contribute to team success through hard work, attention to detail and excellent organizational skills. Motivated to learn, grow and excel in IT Industry.



Work History

2022-02 -
Present

Senior Inside Sales Executive

Deskera Systems India Pvt. Ltd

- Generation of new sales through leads
- Engage in query explanation with the clients & providing solutions in SaaS process
- Build and retained long-term relationships with customers
- Guide clients for their end to end process.
- Handle a team of 2-3 People.
- Close Sales through calls, Emails & Other Digital Platforms.

2021-10 -
2022-01

Business Development Manager

Qikwell Technologies India Pvt. Ltd

- Generation of new sales through leads
- Engage in query explanation with the clients & providing solutions in SaaS process
- Build and retained long-term relationships with clients
- Guide clients for their end to end process.

2017-07 -
2019-08

Sales Engineer

Innomod India Pvt. Ltd

- Engage in Product demonstrations with the clients
- Build and retained long-term relationships with clients
- Meet assigned daily/weekly/monthly lead generation and sales revenue targets individually
- Industrial/Residential/Commercial construction site visit as per project requirement
- Mock up of product installation in site
- Train & educate the project supervisors for the modular supporting arrangements installations
- Prepare Design in AutoCAD software

Languages

English

Professional

Hindi

Professional

Bengali

Professional

Education

2012-07 -
2015-08

Diploma: Mechanical Engineering
Elite Institute of Engineering And Management – Kolkata, West Bengal

Accomplishments

- Certifications: Certificate course in AutoCAD (2D+3D) From East India Education Council, Durgapur, West Bengal