

Sumit Arora

Sector 31, Gurugram

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Career Objective

Work in learning and challenging environment, utilizing my skill and knowledge to be the best of my abilities and contribute positively to my personal growth as well as growth of the organization.

Work Experience – 5+ Years in Business Development/Inside Sales (IT Products/ Software sales)

Inside Sales Specialist (Nov 2020 to Present)

Intello Labs Pvt. Ltd -

Gurugram based Agritech startup

Job Responsibility:

- Cold call as appropriate within assigned market or geographic area to ensure a robust pipeline of opportunities. (India, US & UK Market)
- Lead Generation
- New Business Development.
- Team Handling
- Demo Presentations, Client Meetings
- Manage data for new and prospective clients in CRM, ensuring all communications are logged.
- Market Research according to the requirements.
- Manage Social Media communications i.e. Sharing relevant data or commenting
- Applying and taking account of various events happening across the globe.
- Manage and maintain a pipeline and ensure all sales administration is always kept current using Sales ForceCRM
- Meet potential clients by growing, maintaining, and leveraging network.

Sr. Business Development Executive (March 2019 – Oct 2020)

Quy Technology Pvt. Ltd.

Gurgaon based company dealing in IT Business Solutions & Services.

Job Responsibility:

- Cold call as appropriate within assigned market or geographic area to ensure a robust pipeline of opportunities. (APAC, US & UK Market)
- Lead Generation
- New Business Development.
- Team Handling
- Demo Presentations
- Manage and maintain a pipeline and ensure all sales administration is always kept current using Sales ForceCRM

- Meet potential clients by growing, maintaining, and leveraging network.
- Identify potential clients, and the decision makers within the client organization.
- Proactive and responsive to clients and prospective clients
- Running marketing campaigns effectively across different verticals
- Identify and approach key strategic partners
- Develop and implement sales strategies
- Building high levels of trust, rapport and credibility with each prospects

Business Development Executive (Since Oct 2018 to till March 2019)

Clavax Technology Pvt. Ltd.

Gurgaon based company dealing in Business Application & Solutions.

Job Responsibility:

- Cold call as appropriate within assigned market or geographic area to ensure a robust pipeline of opportunities. (APAC Market)
- Lead Generation
- New Business Development.
- Manage and maintain a pipeline and ensure all sales administration is always kept current using Sales Force CRM
- Meet potential clients by growing, maintaining, and leveraging network.
- Identify potential clients, and the decision makers within the client organization.
- Proactive and responsive to clients and prospective clients
- Running marketing campaigns effectively across different verticals
- Identify and approach key strategic partners
- Develop and implement sales strategies

Business Development Executive (Since Jan 2016 to Oct 2018)

Daffodil Software Ltd.

Gurgaon based company dealing in IT Business & Education Solutions.

Products -

- Applane Education
- Yellow.Live Mobile App

Job Responsibility:

- Lead Generation.
- New Business Development.
- Cold call as appropriate within my market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging network.
- Identify potential clients, and the decision makers within the client organization.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.

Client Retention

- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.
- Presenting new features of our products to existing clients.
- Handling Clients issues on site.

Management

- Submitting Weekly reports.
- Ensuring that data is accurately entered and managed within the company's CRM
- Ensuring Daily Sales Report is up to date.
- Keep a track on Clients Account and make sure their payments are clear.
- Forecast sales target for self and make sure to achieve those within time period.

EDUCATIONAL QUALIFICATION

MBA 2014-2016 (Sales & Marketing)

- ITS College Mohan Nagar ,Ghaziabad

BCA 2011-14

- Dewan Institute Of Management Studies, Meerut

Core Competencies

- Good Command over power point presentations.
- A self-motivated person with good intrapersonal skill & willingness to learn with my experience.
- Handling Planning, operations & analysis for assessment of revenue potential in business.
- Formulating strategies & reaching out to the unexplored market segments/customer groups for business expansion by developing grass root business network..
- Building healthy business relations with major clients & ensuring maximum customer satisfaction.

Personal Details :

- Father's Name Mr. Vijay Kumar Arora
- Date of Birth 09-11-1993
- Marital Status Unmarried
- Permanent Address 134/8 Shiv Shakti Nagar , Meerut

