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| Ashish Kumar  Business Development Manager | AF-701, Rail Vihar, Phase 3, Block A, Lingampally, Hyderabad, Telangana 500019  +91 8886404739, +91 9873940806  [findashishsharma@gmail.com](mailto:findashishsharma@gmail.com) |

Sales & Marketing professional with proven experience in planning and coordinating sales and marketing policies and programs, such as determining the demand for products and services offered by a firm and its competitors in order to identify new potential customers. Strong expertise in developing strategies with the goal of maximizing profits.

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| **WORK EXPERIENCE** |

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| **Square Yards Consulting Pvt. Ltd., Hyderabad, India** | **Sales Manager – T1** | 14th May 2019 –20th May 2020 |

* Led online marketing campaigns to create real estate offerings awareness and identifying clients
* Hosted various open forums on google meet, zoom to sync with clients and answer queries
* Sold residential and commercial properties in India (Hyderabad, Bangalore, Delhi)
* Drove weekly sales meetings and led a team of 6 sales professionals
* Responsible for a monthly selling target of Rs 4 crore
* Engaged with clients to advise real estate offerings best suited to their needs

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| **IndusInd Bank, Hyderabad, India** | **Business Development Manager** | 14th February 2018 - 6th May 2019 |

* Presented monthly sales statistics to the branch manager
* Created excel reports and used CRM system for reporting
* Engaged high net worth customers to ensure high customer satisfaction
* Led a team of 5+ members to create digital marketing strategy to increase credit cards sales.

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| **Vanez Solutions (Microsoft), Hyderabad, India** | **Sales & Marketing Manager** | 9th February 2015 - 27th November 2017 |

* To develop, implement and execute marketing plans for business in order to attract potential customers

and retain existing ones.

* Develop marketing campaigns which have historically increased sales by an average of 20 percent

each quarter.

* Oversee marketing budget and optimize advertising use.
* Enhancing brand awareness with the digital space as well as driving website traffic and acquiring

customers.

* Identifying new digital technologies and uses web analytical tools to optimize marketing campaigns,

email marketing, social media and display and search advertising.

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| **Convergys India Services Pvt Ltd., Gurgaon, India** | **Customer Support Associate II** | 15th June 2013 - 30th January 2015 |

* Worked for the client AT&T and Comcast USA to support online video and internet product sales
* Handled 200+ incoming calls and emails per day and resolved customer queries, issues
* Identified potential leads through customer interaction and working on converting into sales
* Exceeded call, and sales assist quotas

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| **AWARDS & ACHIEVEMENTS** |

* Promoted as Sales Manager - T1 within Eight months of the Date of Joining Square Yards, India Pvt Ltd.
* Star performer award for the Month of June, July & August in Square Yards, India Pvt Ltd.
* Increased overall sales by 13% in less than 1 year through the implementation of strategic marketing campaigns.
* Implemented productivity, quality, and customer service standards to attract and maintain client relationships.
* Resolved an average of 270 inquiries & sales in any given week and consistently met performance benchmarks in all areas (speed, accuracy and volume).

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| **EDUCATION** |

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| **MBA in Marketing & Information Technology** |
| Amity University, Noida, Uttar Pradesh, India |
| April 2016 |

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| **BBA in General** | |
| Amity University, Noida, Uttar Pradesh, India | |
| April 2013 | |
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| **CERTIFICATION** |

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| **Customer Analytics** |
| The Wharton School, Credential ID 76TCDEY245LN |
| August 2020 |

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| **Marketing in a Digital World with Honors** |
| University of Illinois at Urbana Champaign, Credential ID EQJ3RTS366SA |
| June 2020 |

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| **SKILLS** |

* Marketing Research
* Research Strategy
* Planning, Organizing, Leading &

Controlling

* Negotiation
* Leadership
* Business Analysis
* Communication and Networking
* Team Work
* Time Management
* Expert in Microsoft Office with a focus on

MS Excel

* A+ Hardware & Networking
* Adobe Photoshop & Lightroom