

Neeraj Kumar Rana
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SUMMARY

- 1.Experienced in ADCA+
- 2.Motivated and tech-savvy professional with 1+ years of experience with full sales lifecycle.
- 3.Experience in medical and pharmaceutical sales and managing business, professional, and corporate client accounts.
- 4.Strong communication and problem-solving skills with a drive to learn to the team.
- 5.Self motivated and driven to help increase the prosperity of a business while working to enhance their reputation.

CAREER OBJECTIVE

- Energetic, enthusiastic and always ready to be part of a growing team of salespeople to lead your company into a bright and profitable future.
- Outside sales representative with a history of successful B2B closings, sales growth and contacts seeks new opportunities in Midwest to help a growing company to increase its profit margin.

EXPERIENCE

From: Sep-2021	Associate at Jharkhand IT Services - Mobile Apps Development & Software Development
Associate	Result-oriented, intelligent, organized, and motivated individual is seeking an available management position with company in an effort to utilize years of experience to fulfill the company's strategic requirements in sales. Prospects through CRM.
Jun-2022 - Apr-2023	Concentrix daksh private limited
Inside Sales Executive	<ul style="list-style-type: none">•sales techniques as a form of outbound lead generation with cold calling in B2C•Sales advisor and customer support experience in domestic and international.•Work proficiency in CRM•Collaborative and result-oriented individual with an ability to generate high-quality leads and convert them into sales desires to work as a Business Development and Sales Executive.
May-2023 - Till Today	Alpine Health
Inside Sales Executive. (US process)	<ul style="list-style-type: none">•B2B•Usually on Oracle netsuit through cold calling, email and social media network in USA market.•Highly energetic Inside Sales Representative who consistently exceeds revenue goals.•Exceptional interpersonal communication and leadership skills. Diligently follows up with all leads to drive new business.•Expertise in sales to retail individual of pharmacy clients and HHA agencies.

EDUCATION

Degree/Course	Percentage/CGPA	Year of Passing
Secondary Hindu+2 high school , JAC ,Ranchi	80.2 %	2014
Intermediate Inter Science College , JAC	63.8 %	2016
Bachelor of arts IGNOU ,		2023

HOBBIES

Cricket , Badminton , football

PERSONAL DETAILS

Address	At-mahudar ,po-rewali Hazaribagh, Jharkhand, 825301
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Date of Birth	25th oct 1999
Gender	Male
Nationality	Indian
Marital Status	Single

Neeraj Kumar Rana