**ANUJ TOMAR**

**Anujtomar1000@gmail.com**

**Contact no: 7836085035**

**Career objective:**

To work hard with full determination and dedication to achieve organizational as well as personal goals. And to gain more exposure to further enhance my skills in IT Services and Solution Selling.

**Work Experience:**

Approx. 6+ Years of experience in Inside Sales, Cold Calling and business development. Hands on experience in Inside Sales in both India and International Market.

**iEnergizer Services Noida: Inside Sales Executive (US Market)** (May 2014- Present)

Worked on US Market and done Data gathering, data preparation and conduct research to find out the IT expansion plans of Companies and to identify new markets and customer needs.

Prepare pre-call planning and made atleast 50-60 calls per day to generate a qualified lead. Proactively making Cold Calls, Prospecting, Qualifying and Generating leads. Expertise in Sales Navigator, Lusha and Zoom Info.

Lead generation campaign for **Oracle** EBS, ERP Implementation, Mobile App / Web Application development through web research and cold calling

Finding right contacts in target industries; for e.g., IT & Telecom, Automotive, Healthcare / Life-sciences, Manufacturing and BFSI etc through LinkedIn and other tools like Hoovers, Bloomberg etc.

Reach the right prospect Head -IT/ VP-IT or Interact with the decision maker of a company to generate a lead for a campaign. Manage data for new and prospective clients within **Salesforce CRM** for products.

Good Knowledge of Sales Navigator, Expert in LinkedIn Reach outs and have good connection base.

Prepare pre-call planning and make 40-50 calls per day to generate a business or fixing up an meeting with the company director.

**Education:**

M.B.A. in Finance from Meridian Business School, London, UK. (2011)

B. Com from Deshbandhu College, Delhi university 2007. Subjects- Economics, Business Studies, Accounts

XIIth : CBSE Board, Modern School, Noida.

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**Strengths:**

* Good knowledge of Business, Economics, Banking / Investments and Financial markets.
* Work with Positive attitude and winning mindset
* Good at handling different kinds of people
* Ability to multitask
* Highly organized and dedicated to work
* Ability to work under pressure and through long hours

**Hobbies:**

Carving new things out, exploring new places, Playing Badminton, Listening Music.

**Personal Details:**

Date of Birth : 22-April-1987

Present Address : H-18, Gamma-2, Greater Noida

Alternate mail id : anujtomar1000@gmail.com

Alternate Number : 7836085035

**Date:**

**Place:** Noida **Signature**