

AKSHAT GUPTA

PROFESSIONAL SUMMARY

Efficient and Effective Sales Representative with approximately 3 years of Experience in Automobile Company and Ed-Tech Company. Handle all Activities related to Sales & Marketing and Ensure Achievement of revenue as per target.

SKILLS

- Efficient Linguistic Skills
- Channel Management
- Dealer Development
- New Business Development
- Cold Calling
- Multi-Tasking
- B2B, B2C Sales
- Self-Motivation
- Negotiation

CONTACT

PHONE:
+91- 9026565156, 9838580808

EMAIL:
akshat.gupta354@gmail.com

ADDRESS

124/07 Babu Purwa Colony
Kidwai Nagar, Kanpur- 208023

LANGUAGE

English and Hindi

REWARDS & ACHIEVEMENT

Salesperson of the Month (**Oct 2019**)
(J.S Auto Pvt. Ltd)

- In recognition for achieving 134% of Monthly Target.

Salesperson of the Quarter (**Q2 2019**)
(J.S Auto Pvt. Ltd)

- In recognition for achieving 153% of Quarterly Target.

Salesperson of the Month (**Oct 2018**)
(J.S Auto Pvt. Ltd)

- In recognition for achieving 127% of Monthly Target.

SALES AND MARKETING PROFESSIONAL

To give my best effort in an Organization by accepting new challenges and finding new ways to achieve the desirable result in the organization.

WORK EXPERIENCE

Toppr Technologies Pvt. Ltd. [Sales Executive]

Feb 2020 – Currently Working

- ❖ Cold Calling.
- ❖ Fix Appointment through Cold Calling.
- ❖ Council Student and Provide Better Solution.
- ❖ Convert Leads into a Business.

J.S Auto Pvt. Ltd. [Sales Officer]

Jan 2018 – Feb 2020

- ❖ Channel Management with Dealer.
- ❖ Dealer Development in Vacant Area.
- ❖ New Business Development in Assigned Area.
- ❖ Promote Specific products as directed by upper management.
- ❖ Ensure that Dealer and Sub-Dealer keep maintain minimum stock.

EDUCATION

Subhash Public Sr. Sec. School- Class X (CBSE)

2009 – 2010

SBT Rajkiya GIC Koilra- Class XII (UP Board)

2012 – 2013

Dayanand Academy of Management Studies- BBA (CSJMU)

2013 – 2016

Dr. Gaur Hari Singhania Institute of Management and Research- PGDM (AICTE)

2016 – 2018