

Yash Vidwani

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🌐 <https://www.linkedin.com/in/yash-vidwani-5a2131173> 📄 Single 📅 28/11/1995

📄 Career Objective

I seek challenging opportunities where I can fully use my experience & skills for the success of the organization.

📁 Professional Experience

Bharti Airtel Ltd, *Account Manager*

03/2020 – present | Indore, India

- Develop new business through upsell and cross-sell
- New account break-in (hunting)
- Build and maintain long lasting relationship with clients
- Deliver data, voice and fixed line installation as pre-assigned targets
- Managed strong understanding of competitors, offerings, and presence in assigned territory
- During the pandemic situation, I had expanded assigned territory by cold-calling businesses and negotiating profitable contracts for all product lines offered.
- Reached out to the churn accounts and reengaged with them to increase revenue
- Ensure timely and successful delivery of our solutions.

📁 Internship

Britannia, *Sales Executive*

03/2019 – 06/2019 | Pune, India

- Effective Beat & Route Planning
- Dynamic Product Pitching & Convincing
- Grievance handling & Customer Relationship - Management

Omnisys Solutions

12/2018 – 02/2019 | Pune, India

- Opening a sales Call & cold calling
- Data Mining & Lead Generation
- Done secondary Research

🗣 Languages

- English
- Hindi
- Sindhi

🎓 Education

PGDM,

Pune Institute of Business & Management

2018 – 2020 | Pune, India

BBA,

Prestige Institute of Management & Research

2014 – 2017 | Indore, India

Higher sec. School,

Mar Gregorios Memorial[MGM]

Khandwa, India

🧠 Skills

Market Mapping

Interpersonal

Team-Work

Microsoft-office

Market Research

B2B and B2C Sales

Adaptability

🎵 Interests

- Running
- Watching Movies
- Outdoor Sports

📁 Projects

Short selling, *Sales Executive*

2019 – 2019

Short selling at Sumit milk suppliers.

Harpic

2018 – 2018

Presented the Project Report on "Harpic" Covering Marketing & Financial Aspect

Extra-Curricular Activities

- Digital marketing online program certified
- Member of Management Committee of annual Fest of College- "GLORY".
- Managed Food Committee in International conference.

Declaration

I hereby declare that all the information given by me is true to the best of my knowledge

Yash Vidwani