# Yash Vidwani

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## 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 preassigned 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

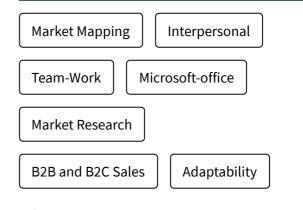
#### BBA,

Prestige Institute of Management & Research 2014 - 2017 | Indore, India

#### Higher sec. School,

Mar Gregorios Memorial[MGM] Khandwa, India

🖏 Skills



# 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.

# **A** *I* **Declaration**

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

Yash Vidwani