

# AKASH CHAUHAN

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## Summary

Productive employee with proven track record of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service. Confident team Leader & successful at increasing monthly revenue using insightful marketing strategies and aggressive product development. Skilled at understanding customer and employee requests and meeting needs. Furthers success by strengthening staff training, streamlining internal systems and facilitating sales techniques.

## Proficient

- Goal-setting
- Performance reviews
- Operation monitoring
- Solution minded
- Critical decision-making
- Quality Assurance (QA)
- Project management
- Workflow optimisation
- Project planning
- KPI management

## Experience

12/2021 - Current

Team Leader Supervisor, **Berger Paints India Ltd.**, Gurugram, India

- Managing the day-to-day activities of the team.
- Motivating the team to achieve organizational goals.
- Developing and implementing a timeline to achieve targets.
- Delegating tasks to team members.
- Conducting training of team members to maximize their potential.
- Empowering team members with skills to improve their confidence, product knowledge, and communication skills.
- Conducting quarterly performance reviews.
- Contributing to the growth of the company through a successful team.
- Creating a pleasant working environment that inspires the team.

04/2021 - 12/2021

Sr. Sale Executive, **Urban Company Pvt.Ltd.**, Gurugram, India

- Handling customer questions, inquiries, and complaints.
- Preparing and sending quotes and proposals.
- Managing the sales process through specific software programs.
- Building and maintaining a CRM database.
- Meeting daily, weekly, and monthly sales targets.
- Participating in sales team meetings.

01/2019 - 11/2020

Sales Executive, **Infocomm Network Ltd.**, Faridabad

- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Showcased product features and benefits to drive sales.
- Closed large sales to exceed quota and align with company targets.

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***Education And Training***

**05/2019**

**MBA, Marketing Management And Research & HR**  
***Y.M.C.A University*, Faridabad**

**05/2015**

**Hotel Management, Bartending**  
***Bhartiar University*, Coimbatore**

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***Interest***

Internet Surfing, Listening Music, Gaming

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***Languages***

**Hindi:** First Language

**English:** B2

Upper Intermediate

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