

# AMAN RANA

**Current Address:** House No. 170, Gourav Apartment, Neb Sarai, Saket, Delhi.

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**Contact:** +91-8219883563



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## CAREER OBJECTIVE

To continue my career with an organization that will utilize my MANAGEMENT, SUPERVISION & ADMINISTRATIVE skills to benefit mutual growth and success.

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## PROFILE

- I am a dedicated, organized and methodical individual. I have good interpersonal skills, I am an excellent team worker and I am keen and very willing to learn and develop new skills. I am reliable and dependable and often seek new responsibilities within a wide range of employment areas.
  - I have an active and dynamic approach to work and getting things done. I am determined and decisive. I identify and develop opportunities.
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## PROFESSIONAL EXPERIENCE

### Reliance Jio Infocom Ltd

**Jan 2022 – Sept 2023**

#### Senior Sales Officer

- Selling Jio B2B products like - Internet Leased line (ILL), Jio Business solution (JBS), Corporate Mobile Connections (COCP), Landline wireline (SIP).
- Focusing in New Account Penetration (NAP).
- Independently responsible for generating own leads and research.
- Daily Direct visit to B2B Customers and clients meeting to close sales lead.
- Managing Relationship with all clients to ensure a delightful customer experience.
- Evaluated customer's current situation and performed presentations on the best product to reduce cost and expenses.
- Collaborate with team members to achieve better results, Create frequent reviews and reports with sales.
- Contacted existing customers to educate them about new services and up-sell products.

### Dream Rewards 360 Private Limited

**June 2019 –July 2019**

#### Sales Executive

- Dream Rewards 360 offers a digital Card dedicated to mainly 5 Sectors- Automobiles, Dining, Travel & Hospitality, Banking and Health Care. In its large scale, Bandwidth Company offer the exclusive and unique deals to our membership/Subscription holders.
- My work was to pinch our existing and new clients to sale our new digital cards which can provide a huge discount to them.

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## EDUCATIONAL CREDENTIALS

- **MBA** Sales and Marketing Management from Guru Govind Singh Indraprastha University, New Delhi.
- **B.SC Graduation** from Himachal Pradesh University, Shimla.
- **Intermediate** from Himachal Pradesh Board of School Education.
- **Matriculation** from Himachal Pradesh Board of School Education.

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## ACTIVITIES

- Certificate and Diploma in Computer Applications.
- Penetration Strategies of Dream Rewards 360.
- Responsible for Analyzing and presenting data related to clients in Jio Infocom Ltd.

## PROJECTS

- Penetration Strategies of Dream Rewards 360 Private Limited.

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## PERSONAL DOSSIER

- **Father's Name:** Sh. Rajender Singh
- **Date of Birth:** 14th October 1996
- **Marital Status:** Single
- **Language:** English, Hindi
- **Hobbies & Interests:** Camping & Drawing etc.
- **Address:** Village Thathru, P.O Chobin, Baijnath, Kangra, Himachal Pradesh - 176128

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## DECLARATION

I hereby declare that the above information is true to the best of my knowledge. I will produce the relevant certificates as and when required and validate the information.

DATE:

PLACE:

AMAN RANA