



Paras Ahuja

EXPERIENCE

February 2022 - January 2024

Customer Sales Representative Casa 2 Stay Pvt Ltd | Gurgaon

- Processing Hotel Rooms Bookings Sales, Integrate with customer through Mails & Calls, Handling Floor Support, Trained New colleagues give sessions to them, Achieve all targets Easily
- Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
- Addressed customer questions, problems and complaints in person and via phone to maintain positive relationships and support smooth communications.
- Generated sales by prospecting leads, cold calling and closing deals.
- Cultivated long-term relationships with clients to accurately quote prices and terms, achieving customer objectives.

October 2020 - December 2021

SCSS Ferns N Petals Pvt Ltd | Gurgaon

- Processing Order In Captive Unit, Customer Care Service Specialist, Acquire thorough understanding of key customer needs and requirements, Play an integral part in generating new sales that will turn into long-lasting relationships, Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Practised upsell and cross-sell promotions to gain leads and increase profits.
- Informed customers of promotions and special offers to increase sales and revenue.
- Used software, databases scripts and tools during phone calls to support positive communications.
- Followed up with customers to offer additional support and check resolution satisfaction.

EDUCATION

- 10th Passed from CBSE Board.
- 12th Passed from UP Board.
- B.COM (2015 - 2018) - from C. B. S. M. V. College Agra.

PERSONAL INFORMATION

- Father's Name: Late, Satish Ahuja
- Date of birth: 11/19/95
- Gender: Male
- Nationality: Indian
- Marital status: Single
- Religion: Hindu

INTERESTS

Endurance Sports Travelling Watching Web Series Strategic Games

📍 New Delhi, 110074

📞 7065952378, 7417365219

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SUMMARY

To work in an organization which will provide for both professional and individual growth and a challenging work environment that would help foster my managerial skills. Professional Sales Executive with More than 3 years of expertise maintaining superb customer care while attending to high call volume. Conducts sales outreach activities according to established objectives. Driven to maximise daily efforts to achieve call volume and talk time requirements.

SKILLS

- Good interpersonal communication skills.
- Quick learner.
- Lead the Team & work with Team in an organized way.
- Revenue generation
- B2B and B2C sales
- Sales expertise
- Outside Sales
- Inside Sales