

SHUBHAM VERMA

OBJECTIVE

Talented, sales-driven, recognized expert in the fields of direct sales and partner channel sales management. Equipped with the experience in the areas of sales, marketing, business operations & analytics and development. Eager to advance my career and obtain a well deserved opportunity in a reputable, growth-oriented company

ADDRESS

L- 72 Shayam Park Nawada New Delhi - 59

PHONE

9911613744

EMAIL

shubhamverma72994@gmail.com

FATHER'S NAME

Lt. Ashwani Kumar

MARITAL STATUS

Unmarried

DATE OF BIRTH

19 July 2000

LANGUAGES KNOWN

EXPERIENCE

NOV 2022 - JUN 2024

Inside Sale's process | Customer Success Specialist | CASA 2 STAY PVT.LTD (FABHOTEL'S), Gurgaon, Haryana

Key Responsibilities:

- Managed inside sales process, consistently exceeding customer satisfaction targets.
- Converting Inbound calls/leads into sales for achieving the target number both individually and as a team.
- Developed and maintained strong customer relationships, resulting in increased repeat business.
- Collaborated with cross-functional teams to address customer inquiries and concerns promptly.
- Facilitated team management by sharing performance data, fostering a collaborative work environment.

JUN 2022 - NOV2022

Zest Money | Customer Support Executive | IENERGIZER PVT LTD. Gurgaon, Haryana

- Responding to customer inquiries and providing assistance regarding ZestMoney products and services.
- Addressing customer queries related to loan applications, repayment, account management, and other financial transactions.
- Collaborating with other departments to address complex problems and provide satisfactory solutions.
- Gathering customer feedback and insights to contribute to continuous improvement of products and services

Aug 2019 - Jun2022

Sr. Sale's Executive | Link&Grow PVT.LTD , Tilak Nagar, New Delhi

- Client Consultation
 - Meet with clients to understand their needs and preferences.
 - Provide expert advice on property prices, market conditions, and other related matters.
- Property Listings
 - List properties for sale, including writing detailed property descriptions and taking high-quality photographs.
 - Advertise properties through various channels, including online listings, social media, and real estate websites.
- Property Showings
 - Schedule and conduct property showings and open houses.
 - Highlight key features of properties and answer potential buyers' questions.
- Negotiation
 - Negotiate purchase agreements and contracts with buyers and sellers.
 - Ensure fair and competitive pricing for all parties involved.
- Documentation - Prepare all necessary documents, including purchase agreements, contracts, and closing statements.
 - Assist clients with the legal aspects of real estate transactions.

May 2019- July2019

INTERSHIP | Public Works Department, Punjabi Bagh, Delhi

- Supervised the project extension of a flyover construction .

EDUCATION

Diploma in Civil Engineering. Form AARYABHATTINSTITUTE OF TECHNOLOGY, Delhi in 2022.

The fundamentals of Digital Marketing From GOOGLE Digital Unlock in 2020.

Secondary Education - From CBSE Bord in 2017 New Delhi .

PROFESSIONAL SKILLS

MS Word

Computer Applications

MS Excel

MS PowerPoint

AutoCAD 2D & 3D

INTERPERSONAL SKILLS

Communication skills

Technical proficiency

Handling situation with patience

Time management

Team work