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| **ACADEMICS** |

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| **Qualification** | **Institute** | **Board / University** | **Year** | | **% / CGPA** |
| MBA(Marketing & IT) | Amity Business School, Noida | Amity University | | 2021 | 8.08/10 |
| B.tech (CSE) | Maharaja Surajmal Institute of technology, New Delhi | Indraprastha University | | 2016 | 67.64% |
| XII | Amity International School, Saket | CBSE | | 2011 | 85.56% |
| X | Amity International School, Saket | CBSE | | 2009 | 93.42% |

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| |  |  | | --- | --- | | **Action Construction Equipment Ltd.**  **(November 2021 – November 2022)** | * Worked as international business executive. | | **Spike club internet private ltd.**  **(December 2022 –**  **June 2023)** | * Worked as a research analyst. | | **Ebizon Digital Pvt. Ltd   (Jan 2024 – July 2024)** | * Worked as a Sales Development Representative. | | **Ebizon Digital Pvt. Ltd   (July 2024 – 4th Oct)** | * Worked as an account manager, responsible for closing new leads and driving upsell and cross-sell opportunities within existing accounts. |  |  | | --- | | **WORK EXPERIENCE** |  |  | | --- | | **SKILLS** |  |  |  | | --- | --- | | **Technical Skills** | * CRM software - Salesforce. * Sales automation tool – Salesloft * Lead intelligence tools - Crunchbase, Zoominfo, Signalhire, Apollo.ai, Datanyze, Rocketreach etc. * Proficient in using Ahrefs tool | | **Sales Skills** | * Growth Consultant, Cross-Selling and Up-Selling * Account Management. * Negotiation skills to handle pricing discussions. * Providing consultation on backlinks, SEO and email marketing. | | **Communication Skills** | * Strong verbal communication for effective phone or video calls. * Proficient in crafting compelling emails and messages to engage clients. * Ability to listen and understand the client’s needs and concerns. | | **Additional Skills** | * Diligent in Follow-ups, effective time management, establishing relationship and building trust with the client. | |  |