



Anshul Sehgal

Goal-driven Sales Management professional bringing 5 years career history in sales and proven track record of strategic business growth. Skilled at aiding in product marketing efforts. Adept at cultivating productive client relationships through positive rapport, tailored solutions and client engagement.

Contact

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Education

2018

**Manav Rachna International
Institute of Research and Studies**

Bachelor of Technology in
Computer Science

Skills

- Communication
- Leadership
- Project Management
- Negotiation
- Administrative Experience
- Team Collaboration
- Social Integration
- Project Management
- Transaction Management

Experience

○ **Mar 2023 - Nov 2023**

Aakash Educational Services Limited

Area Sales Manager

- Developed and presented compelling sales presentations to prospective customers, resulting thousand of new accounts in the region.
- Ensuring a high volume of sales transactions from the assigned territory.
- Analyzed customer data to identify trends and develop targeted sales strategies
- Developed and implemented a sales strategy that resulted in a 82% increase in regional sales within one year & Increase institutional partnerships.
- Developed and implemented effective training programs for sales representatives, resulting in improved sales skills.
- Created a customer-centric environment that increased customer satisfaction and loyalty.
- Monitored competitor activities and adjusted strategies to maintain market share and increase customer acquisition.

○ **Dec 2022 - Mar 2023**

Think & Learn Pvt. Ltd. - BYJUS

Senior Business Development Associate

- Helped customers find specific products, answered questions and offered product advice.
- Engaged customers in friendly, professional dialogue to determine needs. Worked with fellow sales team members to achieve group targets.
- Used product knowledge to suggest items to match client needs.
- Identified customer needs by asking questions and advising on best solutions.
- I conduct market research to identify trends, competition, and potential business opportunities. They analyze market data and insights to develop effective sales strategies and improve Organization market position.
- I collaborate with internal teams such as marketing, operations, and customer support to ensure a smooth customer experience. They share customer feedback, market insights, and collaborate on cross-functional initiatives.

Language

English

Hindi

Urdu

Punjabi

Interests

- Community Involvement
- Photography
- **Travel**
- Topical blogs or research
- Sports

Summary

Highly-motivated employee with desire to take on new challenges. Strong worth ethic, adaptability and exceptional interpersonal skills. Adept at working effectively unsupervised and quickly mastering new skills.

Experience

○ July 2023 - Dec 2022

Think & Learn Pvt. Ltd. - BYJUS

Business Development Associate

- Managed high-volume of inbound and outbound customer calls.
- Maintained strong call control and quickly worked through scripts to address problems. Sold various products by explaining unique features and educating customers on proper application or usage.
- Contacted new and existing customers to outline benefits of products. Leveraged CRM system to manage sales activities and track sales performance.
- Visited potential and current customers at personal and business locations to promote products.

○ Feb 2020 - Jul 2021

Magicbricks

Product Manager

- Providing guidance and assisting sellers and buyers in marketing and purchasing property for the right price under the best terms.
- Determining clients' needs and financial abilities to propose solutions that suit them.
- Generate sales leads. And keep records of customer interactions. Follow communication procedures, guidelines and policies.
- Performing comparative market analysis to estimate properties' value
- Manage property auctions or exchanges
- Maintain and update listings of available properties
- Develop networks and cooperate with attorneys, mortgage lenders and contractors.

○ Jun 2018-Jan 2020

99 acres

Sales Executive

- Actively seek out new sales opportunities through cold calling, networking and social media.
 - Set up meetings with potential clients and listen to their wishes and concerns.
 - Prepare and deliver appropriate presentations on products and services.
 - Ensure the availability of stock for sales and demonstrations.
 - Participate on behalf of the company in exhibitions or conferences
 - Negotiate/close deals and handle complaints or objections.
 - Collaborate with team members to achieve better results.
 - Gather feedback from customers or prospects and share with internal teams.
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