

# YASH DUTT

## SALES MANGER

📞 9571076390

📍 JODHPUR ,IN,342001

📧 YASHDUTT171@GMAIL.COM

🔗 LinkedIn/Portfolio

## EXPERIENCE

### PROJECT TRAINEE

#### FLIPKART PRIVATE LIMITED

📅 10/2019 - 10/2020 📍 REMOTE

##### E-COMMERCE

- Conducted research and analysis to determine current and future SAP trends
- Solved functional and technical obstacles and worked closely with project team from different streams
- Documented and maintained technical specifications for SAP applications.

### Business Development Associate

#### THINK AND LEARN PRIVATE LIMITED

📅 11/2020 - 12/2021 📍 JAIPUR

##### Company Description

- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Developed business pipeline using cold and warm techniques.
- Enhanced customer experience using all omni channel offerings.
- Engaged with customers to build business relationships.

### Post Sales Manager

#### THINK AND LEARN PRIVATE LIMITED

📅 01/2022 - 06/2022 📍 JAIPUR

##### Company Description

- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Trained and mentored department staff on policies and procedures to establish strong foundation for client development and service activities.
- Increased customer engagement through social media.
- Monitored online presence of company's brand to engage with users and strengthen customer relationships.

### Pre Sales Manager

#### THINK AND LEARN PRIVATE LIMITED

📅 07/2022 - 02/2023 📍 Location

##### Company Description

- Worked closely with sales management to inspect sales process quality and prioritize opportunities for improvement
- Monitored accuracy and distribution of sales reports, recommending new tools or revisions to existing reports
- Informed sales team on availability and interpretation of forecasting and territory management data to enable team members to close more sales.
- Implemented systems and procedures to increase sales.
- Collaborated with upper management to implement continuous improvements and exceed team goals.

## SUMMARY

Goal oriented Inside Sales Manager with 2+ years of experience and a proven knowledge of direct sales, client relationship management, and revenue stream. Aiming to leverage my skills to successfully fill the Team Handling role at your company. Addition to sales and marketing, a lot of time for pitch development for the counseling of k-10 and k-12 was carried forward and heavy tasks were over achieved in terms of revenue till date. Seeking growth and further experience in the same and other industries to enhance my knowledge.

## ACHIEVEMENTS



### Increased Sales Revenue

Achieved a 25% increase in sales revenue within the first six months.



### Client Acquisition

Secured 100 new clients in a quarter, boosting company revenue by 30%.



### Improved Customer Engagement

Increased customer engagement rate by 40% through targeted marketing campaigns.



### Training And Mentoring

Trained 20+ new hires, improving team productivity by 35%.

## SKILLS

CRM, Leadsquared, Ameyo

MS-Excel sheets

Marketing

Business planning

Lead Generation

Direct sales

## EXPERIENCE

### SALES MANAGER

#### VISION IAS PRIVATE LIMITED

📅 03/2023 - 03/2024 📍 KOTA, JODHPUR, (RAJASTHAN)

##### Company Description

- Prepared pricing strategies for current customers to enhance sales and increase profitability.
- Set and exceeded inside sales goals by establishing ambitious targets and motivating sales representatives.
- Designed survey method to evaluate inside sales team.
- Coordinated activities and projects to plan sales department operations and meet timelines.

## EDUCATION

### Degree and Field of Study

#### B.TECH (INFORMATION AND TECHNOLOGY)

📅 2014 - 2019

## LANGUAGES

### ENGLISH

Advanced

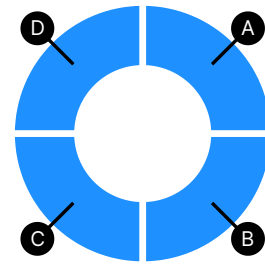


### HINDI

Proficient



## MY TIME



- A** SALES PIPELINE
- B** REVENUE GROWTH
- C** CLOUSER TARGET'S
- D** LEADERSHIP /TEAM MANAGEMENT