

Piyush Rajput

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Age: 27 years | Male

Academics

Year	Degree	GPA / (%)	University/ Institute
2017-2020	Bachelors of business administration	7.23	Sikkim Manipal University
2012	12th	67.3%	Ramjas School, New Delhi – CBSE
2010	10 th	8.6	Ramjas School, New Delhi – CBSE

Professional Experience

*Practitioner-CRM Operations, **Concentrix*** 12/2016-06/2017

- Aimed at maximum utilisation and accountability
- Catered to customers queries and provided them with the best available solution.
- Ensured Customers satisfaction by analysing real time data at each location.

*Senior Associate sales consultant, **Policybazaar.com*** 11/2017-12/2019

- Focussed on sales through chat across pan India and other parts of the world.
- Worked closely with the team and improved the ratio of conversion of leads by 7.5%.
- Being a senior associate led interactions with the international customers.
- Coached junior associates in sales tactics and product explanations.

*Business Developer, **Pickrr Technologies.*** 3/2020-10/2020

- Developing a growth strategy focused both on financial gain and customer satisfaction.
 - Conducting research to identify new markets and customer needs.
 - Arranging business meetings with prospective clients.
 - Promoting the company's products/services addressing or predicting clients' objectives.
 - Preparing sales contracts ensuring adherence to law-established rules and guidelines.
 - Keeping records of sales, revenue, invoices etc.
 - Providing trustworthy feedback and after-sales support.
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- Building long-term relationships with new and existing customers.

Sales Manager, **Whitehat Jr.**

10/2020-2/2021

- Closing inbound customers over a call or through VC.
- Promoting and selling the product to the interested parties.
- Largely Managing sales and revenue.

Skills

Soft Skills: Influencer, Negotiation skills, Quick decision making, Quick learner, Initiator, Flexibility & Adaptability, Effective communicator, Team building and Team management, Analytical skills & problem-solving abilities.

Technical Skills: Basic knowledge of MS Office tools.

Extra-curricular Activities

- **Vice-President** of Ramjas cultural committee.
 - **Student coordinator** of Dance club(Ramjas School,Pusa Road).
 - **Vice-Captain** of Volleyball and athletic Team.
 - Event organiser in Cultural Fests.
 - Participated in intra school volleyball and athletic competitions.
 - Secured first position in SANGATHAN (intra school volleyball competition).
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