

Yash Paliwal

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IT SALES EXECUTIVE

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My objective is to pursue with enthusiasm a career in an organization that provides a diversity in terms of work, an interesting environment and various other challenges, where I can utilize my knowledge and potential. Simultaneously, I desire to work in an organization that provides me an opportunity to develop and grow so that I can transform myself into a valuable asset for the organization and contribute towards the realization of the organization's goals.

SKILLS

- IT Software Project Management
- Pre-Sales
- Documentation Skills
- Cold Calling
- Lead Generation
- Team Management
- Response to RFP's
- Inside Sales

PROFESSIONAL SYNOPSIS

- Presently associated with Tecmatic Infotech as IT Sales Executive.
- Ability to engage prospective clients.
- Expertise in pre-sales, cold calling.
- Proficient in lead generation and closing.
- Experience in writing and responding to different RFP's.
- An effective communicator with good analytical, problem solving & organizational abilities. Possess a flexible and analytical attitude with attention to details.

WORK EXPERIENCE

IT Sales Executive	Tecmatic Infotech Pvt. Ltd., Pune	Feb'17 - Present
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My job responsibilities are to promote products and services, generating leads, maintaining database, Verifying client information, target orientation, processing sales orders and quotes as well as any other ad-hoc duties assigned to me from time to time. I have to work at high standard of initiative, creativeness, efficiency and economy in the organization.

Roles and Responsibilities:

- Increased opportunity of sales by various roots.
- Cold calling & product meeting with potential clients.
- Planned & carried out direct marketing & sales activity.
- Achieved sales targets.
- Responsible for complete sales cycle till the closure of the deal.
- Responded to the request for proposal from client.
- Closely worked with the technical team on customizations, as per the client's requirement.

Responsible for generating leads of candidates looking out for engineering training, meeting them and closing their admissions. This role included calling on raw data, going on meetings and handling the meetings of all other employees of the branch. Here I was also responsible for admission targets of my subordinates.

Roles and Responsibilities:

- Working on sales force and analyzing the data of the customer.
- Make telephonic call on the database.
- Lead generation and arranging counseling of the candidate.
- Close the leads by counseling prospects.
- Achieving enrollments targets.
- Handled B2B sales.

IT FORTE

Documentation Tool: MS Office (Access, Word, Excel, Power Point), MS Visio

Operating Systems: Windows , Mackintosh

SCHOLASTICS

- Acquired **B.E. (Computer Science Engineering)** from Tietech,Jabalpur-2011.

PERSONAL DETAILS

Name : Yash Paliwal
Nationality : Indian
Languages Known : English, Hindi