**Nishant Parmar**

Contact no - 9718377708

Email-[thakurnisahant92@gmail.com](mailto:thakurnisahant92@gmail.com)

**CAREER OBJECTIVE**

Seeking a responsible and challenging opportunity that would utilize and enhance my skills

Where I can actively devote my ability through dedicated hard work and the resources of the company to achieve combined growth.

**EDUCATION**

* MBA-Marketing and finance, Uttar Pradesh Technology University,2014
* B.com-Accounts and management, , Ch. Charan Singh University,2012

**CORE COMPETENCIES**

* Presentation and public speaking.
* Interpersonal communications.
* Relationship management.
* Sales marketing principles and product development.
* Technology skills.
* Analytical, conceptual skills and strategic oversight.
* Sales development and public relation.
* Leadership, Teambuilding.

**PROFESSIONAL EXPERIENCE**

**Balani infotech pvt ltd**

Product Associate (IT), Feb 2020- April 2020

* Assisted in development of new products and enhancement of existing products.
* Prepared and organize projects status and risk reporting to management and customers.
* Identified product marketing ideas and opportunities based on market trends, current market environment and competitive trends.
* Provided support to customers on function and usage of products.
* Following up many Govt. and semi-Govt. institutions like **DRDO**, **ISRO,** **IITs**, **AIIMS** etc.
* Maintained accurate and complete product related information.
* Develop functional requirements based on business needs.

**Quikr india pvt ltd**

Account manager (Customer relation), March 2017- oct 2019

* Suggest solutions that answers client’s needs and wants.
* Handling internal departments to ensure that client needs are understood and satisfied. I assist with making sales, handling client complaints, collecting and analyzing data, and improving the overall customer experience.
* Planning and presenting reports on account progress, goals and quarterly initiatives to share with team members.
* Overseeing key customer account management, including negotiating contracts and agreements.
* Managing account team assigned to each clients.
* Meeting all client needs and deliverables according to proposed timelines.
* Collaborating with sales team to maximize profit by up-selling or cross-selling.
* Maintaining customer relation by calling and meeting on daily basis.
* Building and maintaining strong, long-lasting relationship with the customers.

**Earth homes pvt ltd**

Senior sales executive, October 2014– October 2016

* Acquiring new customers and make them trade.
* Managecustomers and handle their queries regarding their portfolio.
* Keeping up to date with all financial news relating to financial markets.
* Pitching new products to customer.
* Analyzing properties of customers to know the customer needs.
* Keeping up to date the follow ups of the leads
* Using MS-Excel for filtration process.
* Sales promotion activities online and offline.
* Interacting with client and make aware about the market scenario and pitching identified product.

**Acheivment**

**Awarded**  Best performer of the year in 2018 by Mr. Pranay Chulet founder of Quikr India pvt ltd.

**SKILLS AND TOOLS**

* Knowledge about MS-Excel, PowerPoint.
* Knowledge about Google spreadsheet.
* Knowledge about Microsoft outlook.

**PERSONAL INFORMATION**

**Gender**  **:** Male

**Date of Birth** **:** 01-07-1992

**Language Proficiencies :** Hindi, English

**Permanent Address :** Vill- Udaipur khurd, disst- Bulandshahr, Uttarpradesh.

**DECLARATION**: I hereby declare that all information furnished by me is true to the best of my Knowledge and belief.

**DATE: SIGNATURE**

**PLACE:** **[NAME]**