|  |  |  |
| --- | --- | --- |
|  |  **Akshita Sharma** | **(+91)8076227065****akshitasharma077@gmail.com** Meerut, UP, India |

**Summary - Professional with over 3.5 years of experience in the field of lead generation, marketing & sales.**

|  |
| --- |
| **Experience**  |

**OYO Rooms Supply excellence executive Apr’18 -Present**

* Interacting with business clients and build rapport in a professional manner.
* Set, schedule and manage qualified clients as per business standards for ground team.
* Identified prospects and generated referrals for business opportunities
* Meeting a monthly target of achieving around 800-1000 rooms signings as per business requirements.
* Write, edit and utilize compelling and effective scripts to pitch clients and achieve and exceed sales goals, based on the market data.
* Prospecting to create potential revenue opportunities.
* Identifying and performing research to look into potential partnerships and channels.
* Nurturing relationships with clients.
* Working closely with the sales team to push qualified leads through the sales funnel and get prospects to the next level.

**Interglobe Technologies Process Associate Apr’17-Apr’18**

* Process Associate in international airlines UNITED.

**Gee Infratech Pvt Ltd Marketing Associate Jul’16- Dec’17**

* Oversee the marketing process to attract new clients.
* Work with senior team members to identify and manage the sales process.
* Research and identify new market opportunities by client visits

**Complete Instrumentation Solution Business Development Feb’16- Jul’16**

* Worked closely with the business development team and the engineering team for installation of non destructive testing machine equipment in various government organizations..
* Identifying new prospects by online search and market analysis.

**MIT -Meerut Lecturer Jul’16- Dec’17**

* Worked as lecturer in mechanical engineering teaching various subjects like SOM and Production

|  |
| --- |
| **Skills** |
|

|  |  |  |
| --- | --- | --- |
| * Solid Works
* Pivot Table
* Negotiation
 | * MS Excel
* Lead Generation
* Presentation
 | * PowerPoint
* Followup
* Effective communication
 |

|  |
| --- |
| **Education**  |

**Vidya College of Engineering Mechanical Engineering Jun’10-Jun’14*** **CGPA** : ***7.52***

|  |
| --- |
| **Achievements** |

* Qualified GATE (Graduate Aptitude Test in Engineering in years 2014.2015,2019 securing above 90 percentile.
* Worked as a Coordinator for ISHRAE (Indian Society of heating refrigeration and air conditioning.

|  |
| --- |
| **Language Known** |
| * English, Hindi
 |

**Hobbies & Interests**

|  |
| --- |
| * Travelling, Cooking, playing badminton, Chess, Listening and singing music.
 |

 |
|  |