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|  | **Akshita Sharma** | **(+91)8076227065**  [**akshitasharma077@gmail.com**](mailto:akshitasharma077@gmail.com)  Meerut, UP, India |

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

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| **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

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| **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. | |
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