|  |  |  |
| --- | --- | --- |
| C:\Users\Admin\Desktop\1T0A8695.JPG |  | POMPY DEB**SENIOR INSIDE SALES ASSOCIATE****(New Business Initiative)** |
| I am an experienced sales professional who is seeking for a full time job in order to enhance my skills, gain more experience and knowledge, and grow professionally. I am confident in my ability to come up with interesting ideas for unforgettable marketing campaigns.ContactPHONE:70025812909577178471EMAIL:pompydeb777@gmail.comAddressBangalore, Karnataka.Date of birth24/09/1990LinkedIn idpompy-deb-091990HobbiesInteracting with new people.Travelling.Adventure.Gardening |   | EDUCATION* Bachelors of Commerce in Accounting and Management from Thiruvalluvar University in 2013.
* Higher Secondary from Guwahati University in 2010.
* HSLC from Guwahati University in 2007.

WORK EXPERIENCE**Mantis Technologies Pvt. Ltd. Senior Sales Associate****June 2019 To January 2020*** Handling a team of 42 OPS in PAN India.
* Motivating team for achieving their target.
* Achieving monthly target assigned by Manager.
* Post/pre sales service.
* Retention.
* Escalation.
* B2B Sales. (PAN INDIA).
* Looking after all the sales activities in PAN India

through all the selling channels in the country for  corporates.* Tracking daily report.
* Coordinate with clients and convert them.
* Develop reports for monitoring performance and

share with the reporting manager.* Maintain a good brand image of the company among travels partners.
* Keep a daily track of booked sales/ cash collection in line with the target.

**Sanjyog Matrimony****Relationship Manager****Nov 2017 To May 2019*** Cold Calling.
* Attending new walk-ins.
* Identifying new opportunities.
* Marketing activities for getting good prospects.
* Making good pipeline.
* Direct sales.
* Handling HNI clients.
* Lead generation from various sources.
* Proper customer service.
* Chasing weekly/monthly targets.
* Counseling.
* Upselling/ reselling.
* Escalation
* Retention.
* Proper Follow-ups.

**People Interactive (I) Pvt. Ltd.****Product Adviser**Nov 2013 To March 2017* Cold Calling.
* Attending new walk-ins.
* Identifying new opportunities.
* Marketing activities for getting good prospects.
* Making good pipeline.
* Direct sales.
* Handling HNI clients.
* Lead generation from various sources.
* Proper customer service.
* Chasing weekly/monthly targets.
* Counseling.
* Upselling/ reselling.
* Escalation
* Retention.
* Proper Follow-ups.

**SKILLS*** Ability to read and understand the customer's requirements.
* Successful working in a team environment, as well as independently.
* The ability to follow instructions and deliver quality results.
* The ability to work under pressure and multi-task.
* Strong communication skills.
* Fast learner.
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