

## CURRICULUM-VITAE

Akshay Goel

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### Career Objective

To utilize & apply the technical as well as the professional skills & also enhance them.I aspire for a career in which besides a good experience there is an opportunity to learn.If given a chance to serve,I shall prove my worth an try to be an asset to the organization.I would like to pursue a challenging and satisfied carrier in your esteemed and progressive organization that gives me a scope to enhance my knowledge.

### Professional Qualification

- ❖ One year diploma in travel tourism & Airport Handling (TTAH)From Young Man's Carrier Association (YMCA),Delhi (2017-2018)

### Academic Qualification

Couse	Institution	Status
Bsc	Ignou	Pursuing
12 <sup>th</sup>	CBSE Board	Passed
10 <sup>th</sup>	CBSE Board	Passed

### Work Experience

**Current Organization-Ninjacart**

Duration: March 2020 Till Now

**Position:Sales officer**

**Job Responsibility**

- ❖ Visit Hotel & Restaurant
- ❖ Promote and install Ninjacart App
- ❖ Reprmentative to order fresh fruits and vegetables through Ninjacart app
- ❖ Client Query Resolution

**Previous Org:Udaan Pvt Ltd.**

Duration:November 2019 to

March2020

**Position:Business Development Executive**

**Job Responsibility**

- ❖ Visit Licenced Pharmaceuticals Chemist Shops
- ❖ Promote and install Udaan Pharma App
- ❖ Representative to order all kind medicines through Udaan pharma app
- ❖ Client Query Resolution

**Previous Org:Globus Tata Motors**  
August2019

Duration:May2018 to

**Position:Sales Executive**

**Job Responsibility**

- ❖ Understand Automobiles by studying characteristics, capabilities, and features comparing and contrasting competitive models inspecting automobiles
- ❖ Develops buyers by maintaining rapport with previous customers; suggesting trade-in meeting prospects at community activities greeting drop-ins responding to inquiries recommending sales campaigns and promotions
- ❖ Qualifies buyers by understanding buyer's requirements and interests matching requirements and interests to various models building rapport
- ❖ Demonstrates automobiles by explaining characteristics, capabilities, and features taking drives explaining warranties and services
- ❖ Provides sales management information by completing reports
- ❖ Closes sales by overcoming objections asking for sales negotiating price completing sales or purchase contracts
- ❖ explaining and offering warranties, services, and financing; collects payment; delivers

**Previous Org:Shine.com**

Duration:April2017 to April2018

**Positon:Telecaller**

**Job Responsibility**

- ❖ Follow communication "scripts" when handling different topics
- ❖ Identify customers' needs, clarify information, research every issue and provide solutions and/or alternatives
- ❖ Seize opportunities to upsell products when they arise
- ❖ Keep records of all conversations in our call center database in a comprehensible way

**Hands on Experience**

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- ❖ 1yr Computer diploma

**Strength**

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I devote all efforts & energy to achieve my goals.self confidence & will power is very high.Aggressive in sourcing new opportunity & capable of managing own programs and always belive hard work as the key of success

**Interest**

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- Attending motivating sessions and seminars
- Interest in listening Music
- Reading Books and current News
- Play all kinds of sports

**Personal Detail**

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Father's Name	:	Mr.Manglesh goel
Date of Birth	:	20/09/1998
Martial Status	:	Unmarried
Religion	:	Hindu
Gender	:	Male
Nationality	:	Indian
Language Known	:	Hindi & English

**Declaration**

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I hereby that the particulars furnished above are complete and correct to the best of my knowledge and belief.

**Date :**

**Signature:**

**Place:**