

RESUME

Akash Giri

Contact no. 9391060556

Qutbiguda,3-3-318/D Kachiguda,
Hyderabad – 500027

Email ID: akashgoswamy810@gmail.com

Career Objective:

Seeking a challenging and fulfilling role that allows for personal and professional growth while offering opportunities for career advancement.

Aspiring to join a progressive organization that values innovation, creativity, and teamwork, and provides a platform to enhance my skills and knowledge.

Educational Qualifications:

Intermediate (10+2) from Pragathi Jr. College, Board of Intermediate Education in [Year-2010]

High School (10th grade) from Vivek Vardhani Boy's High School, Board of Secondary Education in [Year-2008]

Work Experience:

Tele-Sales Executive-B2C-Inside Sales
Tata Business Support Services
May 2011 - Oct 2014

Managed Pan India sales of DTH service packages on a state-wise basis
Conducted cold calling and sent emails to potential clients to promote services
Followed up with clients to ensure optimal usage of subscription
Resolved customer issues and provided product information

Business Sales
Executive-B2B Inside
Sales
Epos Guru Pvt Ltd.
Mar 2015 - Mar 2020

Sold software solutions and hardware to businesses in various industries, including Hospitality, Pharmacy, and Dry Cleaners
Generated leads by cold calling, sending proposals, and following up with clients
Sourced leads from Google, Yellow pages, and area-wise
Conducted demos through tools like Show my PC and Team Viewer

Senior Business Development Manager

Quess-Foundit- Formerly as Monster.Com
B2B- Mar 2020 – Present-Inside Sales

Generate leads from platforms like LinkedIn, Job street, and JobsBank in the SEA region
Managed the entire sales process from lead generation to closure
Achieved revenue targets with new and existing clients
Conducted daily cold calling, emails, WhatsApp conversations, and LinkedIn conversations

Skills:

Sales Strategy Development
Lead Generation
Relationship Management
Prospecting and Cold
Calling
Customer Service
Sales Closing
Reporting

Job-Specific Skills:

Sales Process Adherence and Compliance
Lead Generation and Prospecting
Product Knowledge and Demonstration
Client Relationship Management
Negotiation and Deal Closing
Sales Reporting and Analysis

LinkedIn ID: [linkedin.com/in/akash-giri-9a711a104](https://www.linkedin.com/in/akash-giri-9a711a104)

Hobbies :

- Playing Cricket
- Reading Books

Personal Profile:

Name	:	AKASH GIRI
Father's Name	:	Suryakant Giri
Date of Birth	:	08-Feb-1991
Gender	:	Male
Marital Status	:	Married
Nationality	:	Indian
Religion	:	Hindu

Languages Known : Marathi, Hindi, English

Declaration:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Hyderabad

(AKASH GIRI)