

# Mohd Javed

Inside Sales Manager

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Address: Bangalore, India

Date of Birth: 20/05/1991

Accomplished Inside Sales Manager with a proven track record of driving revenue growth through effective leadership and strategic sales initiatives. Adept at building high-performing sales teams, optimizing sales processes, and exceeding targets. Expertise in B2C sales, customer relationship management, and data-driven decision-making. Known for fostering a collaborative and results-oriented work environment. Committed to delivering exceptional sales performance and contributing to the company's overall success.

## EDUCATION

MBA (Finance & Marketing) | ► Dr. APJ Abdul Kalam Technical University Lucknow UP Jul 2015 - Jun 2016

Bachelor of Art | ► Dr. Ram Manohar Lohia Awadh University, Faizabad UP Jul 2009 - Jun 2012

12th | ► City Inter College Barabanki-UP Jun 2009

10th | ► City Inter College Barabanki- UP Jun 2006

## EMPLOYMENT HISTORY

Inside Sales Manager | Excelr Edtech Private Limited, Bangalore Oct 2022 - Present

- Built new business partnerships to drive customer acquisition and generate revenue.
- Develop and implement strategic sales plans to achieve and surpass quarterly and annual revenue targets.
- Implemented seasonal and special discounts, boosting customer engagement through promotions.
- Motivated sales staff to continually enhance strategies through competitions and personalized coaching plans.
- Maintained a detailed record of sales activities and analyzed trends to identify underserved areas and improvement opportunities.
- Leveraged CRM data to send targeted emails aimed at increasing sales.
- Tracked sales, click-through rates, and conversion rates by marketing campaign for comparison.

Academic Associate | Oda Class, Bangalore Jan 2021 - Feb 2022

- After completing the short-term course, connect with parents via phone calls and gather feedback on the short-term program.
- Address doubts from both students and parents by providing one-on-one solutions through Zoom sessions.
- Conduct comprehensive counseling sessions with students and their parents.
- Cultivate the necessity for smart learning and recommend Oda Subscription as the optimal solution.
- Respond to potential customers' inquiries, providing additional information via email.
- Successfully close sales and meet sales targets.

Academic Counsellor | Vedantu, Bangalore Jun 2020 - Jan 2021

- Provide advice to students and parents regarding their learning needs through structured counseling sessions.
- Understand the customer's profile and problems to explain the implications of ineffective learning methods.
- Foster the need for Smart Learning and advise students and parents to consider Vedantu Subscription as a solution.
- Effectively address objections and engage in price negotiations to generate sales revenue.
- Continuously learn and upgrade product knowledge and sales skills to achieve and surpass growing sales targets.

Inside Sales Executive | Gyankosh Solution Private Limited, Bangalore Jan 2019 - Jun 2020

- Generate leads by cold calling potential customers, introduce the company's products, and persuade customers to make purchases.
- Conduct market research to identify selling opportunities and assess customer needs.

- Proactively seek out new sales prospects through cold calling, networking, and social media.
- Prepare and deliver relevant presentations on products and services.
- Create regular reviews and reports containing sales and financial data.
- Negotiate and close deals, as well as handle complaints or objections.
- Collaborate with team members to achieve improved results.
- Gather feedback from customers or prospects and share it with the internal team.
- Update and maintain CRM details.

**Business Development Officer | Edition Education Private Limited,  
Lucknow**

**Sep 2017 - Nov 2018**

- The company provided leads on an Excel sheet.
- We scheduled appointments through phone calls and visited several schools to meet with directors, principals, and teachers.
- We conducted research to identify new market opportunities.
- We pitched our products and services.
- We maintained productive relationships with existing customers.
- We reached out to potential clients via email or phone to establish rapport and schedule meetings.
- We organized events, including press conferences, exhibitions, open days, and press tours.

## SKILLS

Team Building and Management | Sales Strategy Development | CRM Systems (Salesforce) | Market Analysis and Research | Customer Relationship Management | Contract Negotiation | Sales Forecasting | Communication and Presentation | Data Analysis | Inside Sales Leadership

## PROFESSIONAL ENHANCEMENT

### Certifications

- 10th & 11th Ed Leadership International Round-table Conferences in 2017.
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- Leaders of Change.
- Teachers & Trainers Training Program.

## EXTRA CURRICULAR ACTIVITIES

### Volunteering

- Worked as a volunteer for Global Dream.
- Provided comprehensive product training for Global Dream.
- Conducted seminars and provided group and class-wise training for Global Dream.

### Interests

- Involvement in community groups.
- Strategic mind games.
- Sports such as running and cycling.
- Reading holy books.

### Languages

- English
- Hindi
- Urdu

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