



PRADEEP MAURYA

SALES MANAGER

OBJECTIVE

Driven and ambitious sales professional with a proven history of exceeding goals and achieving high client satisfaction ratings. I am seeking a sales manager position with a fast-growing company where I can marry my enthusiasm for relationship-building and my passion for innovation.

ABOUT ME



RC – 1080 Bharat Nagar,
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UP. 201309



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SKILL

Team management.	● ● ● ● ●
Direct sales	● ● ● ● ●
Channel Sales	● ● ● ● ●
Customer Handling	● ● ● ● ●
Objection Handling	● ● ● ● ●
Field Sales	● ● ● ● ●
Project Management	● ● ● ● ●
Business Development	● ● ● ● ●
B2B Sales	● ● ● ● ●
B2C Sales	● ● ● ● ●
Customer Retention	● ● ● ● ●
Product Sales	● ● ● ● ●

EDUCATION



2013/07	<u>UPTU (RBMI) GREATER NOIDA</u>
2015/06	MBA Completed MBA in Marketing field. Regular Course.
2010/07	<u>Deshbandhu College, Delhi University</u>
2013/06	BA Graduation completed in Arts stream. Regular Course.
2009/04	<u>CBSE BOARD DELHI</u>
2010/04	12th Completed my Sr. Secondary education in Arts stream. Regular Course.
2007/04	<u>CBSE BOARD DELHI</u>
2008/04	10th Completed my High school. Regular Course.

EXPERIENCE

2015/06	<u>DEN NETWORKS LIMITED</u>
2017/12	Sales Executive Have to do marketing activities like leafleting, canopy promotion, sticker sticking, for broadband sales in given territory. Have to do morning activities like news paper inserting and morning park activity in territory. Have to complete CAF form and submit in NSB for activation of connections. Have to coordinate with services team and installation team for installation and repair. Product:- Home internet connection.

Service Sales	● ● ● ● ●
RWA Permission and Sales	● ● ● ● ●
Time Management	● ● ● ● ●
Identify Business Needs	● ● ● ● ●
Management Communication	● ● ● ● ●
Client Communication	● ● ● ● ●
Doctors Meeting	● ● ● ● ●
Negotiation	● ● ● ● ●
Business Branding and Promotion	● ● ● ● ●
Stockists Meeting	● ● ● ● ●
Prescriber Meeting	● ● ● ● ●
Business Planning and Implementation	● ● ● ● ●
ATL And BTL Activities	● ● ● ● ●
Organise Camps	● ● ● ● ●
Medical Store Visit	● ● ● ● ●
Area Management	● ● ● ● ●
Dealer Sales	● ● ● ● ●

INTEREST

-  Football
-  Music

SOCIAL

 <https://www.linkedin.com/in/pradeep-maurya-22b036275>

LANGUAGE

Hindi	● ● ● ● ●
English	● ● ● ● ○

2018/01

CUBIC COMPUTING PVT LTD

2018/12

Senior Sales Executive

I was taking care of marketing activities in Delhi/Ncr for upcoming events and training programs for minitab software quality tool. Have to visit directly in hospitals, academics, ITES companies, manufacturing companies, and food processing companies for software demo. Also have to visit Cities like Mumbai, Dehradun, Ahmadabad and Bangalore to participate in exhibitions and training programs. Once in 2 month have to visit head office Bangalore for training or any exhibition. And every week have to submit visit report in Delhi/Ncr. Also have to done mail marketing on collected data. Product:- software and service sales.

2019/01

RELIANCE SMSL LIMITED

2019/11

Assistant Manager

I was working as assistant manager (UJPM). I have to take care of sales and service part for jio broadband in given area. Also handled a team of HSO. I also have to do sales to complete my team target. Have to do early morning marketing activities like news paper inserting, cold calling, canopy promotion and asking reference from existing clients. Have to meet with RWA of new societies for permission to RFS jio fiber in their society. Have to coordinate with service and sales team for service and installation. Also have to meet with team every day in morning to motivate them and for daily sales report. Products:- Home internet connection

2019/12

CONVERGENT ALLIANCE (INNOVATIVIEW INDIA PVT LTD)

2022/12

Assistant Manager

I was working as assistant manager in B2B segment. I have to visit in companies for mobile signal booster survey and demo in Delhi/Ncr Also taking care of a service team for installation and repair. I was also doing marketing for mobile signal booster, visiting directly at client end to ask requirement of mobile signal booster. I was getting leads from my backend sales team and than I have to visit at client end for survey demo and lead closure. I was doing meetings with concern person of the company or purchase team for the sales closure. I was responsible for complete sales process from lead generation to lead conversion into sales. And after that installation completion in given time. Also have to coordinate with dealers and partners. Products:- Mobile signal boosters.

2023/01

ANTARA ASSISTED CARE SERVICES LIMITED

2024/03

Assistant Manager - Key Account Manager
(Delhi/NCR)

Lead Generation and create network in the Corporates & RWA Societies by leveraging relationship with the concerned people. Develop Antara as the preferred brand in the mind recall of the corporates & Societies for patient offerings. Manage and develop relations with key internal and external stakeholders. Enhance sales & achieve monthly targets. Growing RWA channel in Delhi/NCR. Meetings in hospitals for tie up and business. Meetings with hospital owners for medical equipments on rent, sale and EMI. Conducting health camps in society and corporates. Lead generation for Physiotherapy at home, PCG at home, NCG at home and HCC cases from RWA, clinics, personal references and from hospitals as well. Medical store visits for medical equipment sales, rent and branding of company. Doctor meetings.

2024/04

MAX SUPER SPECIALITY HOSPITAL (A UNIT OF BALAJI MEDICAL AND DIAGNOSTIC RESEARCH CENTER)

Assistant Manager (Marketing BTL Activity)

As an Assistant Manager for Marketing BTL Activity at Max Super Speciality Hospital, a unit of Balaji Medical and Diagnostic Research Center, I will contribute to the company's success by utilizing my skills in strategic planning and team management.

- Proficient in developing and implementing successful BTL marketing campaigns
- Skilled in coordinating and overseeing events and promotional activities
- Proven ability in analyzing consumer trends and designing targeted marketing strategies
- Dedicated to maintaining