



# AKIL AKRAM

## Sales Executive

"A customer-focused and target-driven Sales Executive with a wealth of expertise in driving B2B and B2C sales. Extensive history of exceeding and redefining company sales targets."

With two years of record-breaking sales performance, I am a dynamic professional adept at securing new clients through pitching, presenting, and demonstrating key products & services. Keen to research the competitor landscape and keep ahead of trends.

## Contact

**Phone / WhatsApp**  
0564952464

**Email**  
akilakram00@gmail.com

**Address**  
Deira, Dubai UAE

## Education

2022  
**MBA( Finance & Marketing )**  
UIM, Allahabad India

2020  
**Bachelor of Commerce**  
Allahabad state University

2019  
**Diploma in computer Applications, Business Accounting**  
NIEIT, India

## Expertise

- SALES
- MS OFFICE
- TALLY ERP 9
- DIGITAL MARKETING

## Language

English, Hindi, Urdu

## Personal Details

DOB : 25/03/1998

Marital Status : Single

Visa Status : Valid 05/01/24

## Core Skills

- B2B and B2C experience
- Negotiating Contracts & Packages
- Exceeding Sales Targets
- Pitching & Presenting
- Customer Services & Complaints Handling
- Winning New Business

## Experience

○ **Jan 2022- Oct 2023**  
IndiaMART InterMESH Ltd | New Delhi India

### Sales Executive – Client Servicing

- To penetrate all targeted accounts and originate selling opportunities for the company
- Achievement of monthly, quarterly, and yearly business plan
- Doing Renewal and upsell
- Meeting with Manufacturer, Wholesaler, and Retailer on a daily basis
- Exploring new business avenues and establishing new clients based on research
- Handling sales inquiries online, in person, and via telephone.
- Source new leads, strengthen existing relationships & exceed monthly targets

○ **July 2021 - Aug 2021**  
Global Arcus | Allahabad India

### Social media marketing Intern

- Doing cold calls and Email to Overseas
- Consulting foreign students to pursue education in India
- Designing advertisement material for promotion activities
- Analysing customer data and report
- Daily report making of job Analyzing customer data and report

## Certificates

- TCS NQT certificate
- Campus to corporate certification