



Shubham Yadav

Senior sales representative

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Date / Place of birth

14/06/1995, Nagpur

Skills

Sales

Sales Reports

Employee Onboarding

Software Engineering

Billing Processes

Management Software

Profit-Based Sales Targets

Customer Data Management

Consumer Packaged Goods

Microsoft Excel

Cold Calling Sales

Customer Support

Marketing

Cost Modelling

Business Development

Negotiation Skills

Business Marketing

Mentoring

Profile

Dynamic Senior Inside Sales Representative with over seven years of extensive experience driving revenue growth and enhancing company performance. Expertise in lead generation, strategic client engagement, and mentoring new sales representatives to elevate team performance. Proficient in leveraging sales reports to provide actionable insights, ensuring informed decision-making at the management level. A strong background in customer support and software onboarding complements a commitment to achieving and exceeding sales targets. Skilled in fostering relationships and delivering exceptional service, contributing significantly to organizational success.

Employment History

Senior sales representative, RCM Business Solutions Private Limited

November 2023 — Present

- Created a sales report that provided clear and actionable insights to senior management
- Exceeded sales targets by 20% through proactive lead generation and strategic client engagement, resulting in increased revenue.
- Mentored and trained new sales representatives, resulting in a 30% improvement in their sales performance.
- Billing , Providing Quotation , Support , Lead Generation , Sales , Revenue Generate

Relationship Manager, prayosha food service pvt ltd

May 2022 — November 2023

Cold called and fixed appointment with owner for billing and management software discussion. Provided training to customers after software installation. Handled existing customers and provided support for software issues. Provided best deals as per market. Estimated cost for billing software.

Area Sales Manager, Swiggy

July 2021 — May 2022

Cold called and fixed appointment with owner for discussion about Swiggy application. Collected required documents and completed onboarding process.

Data Analysis	
Customer Service	
Strategic Management	
Knowledge of Finance	
Portfolio Management	
Budgeting Skills	
Operations Management	
Restaurant Operation	

Languages

- Hindi
- English

Handled a team of 5 members. Provided support to existing customers for application issues. Sent daily sales reports to manager.

Field Sales Executive, Udaan Pvt Ltd

July 2019 — June 2021

Cold called and fixed appointment with owner for discussion about FMCG products. Collected required documents and completed onboarding process. Sent daily sales reports to manager. Achieved monthly targets.

Data operator Royal trimax

June 2017 — June 2019

Maintained existing customer data. Matched data and removed duplicate entries. Created Excel sheets and provided to manager.

Education

Bachelor of Commerce, RAJIV GANDHI INSTITUTE OF MANAGEMENT & TECHNOLOGY, Nagpur

March 2012 — March 2015

Passed with 68%