

Aditya Raj

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WORK EXPERIENCE

Sales Executive

Eins Technik Formwork System pvt ltd, Noida, India

october 2024- Present

- *Developed and maintained strong customer relationship while delivering exemplary customer service.*
- *Demonstrated success in exceeding sales goals by identifying customer needs & proposing appropriate solution.*
- *Engaged in the analysis of weekly sales reports to market trends and identify sales.*

Sales Executive

Emdep testboards pvt.ltd

June 2022 to September 2024

- *Conducted market research on existing and prospect accounts to define customer unmet needs pain points and identify new projects for growth.*
- *Maintained and updated CRM system (sales toolbox) for contacts, weekly call reports on most meaningful customer activities and customer projects.*
- *Collaborated with marketing team to develop promotional materials and campaigns.*

EDUCATIONAL BACKGROUND

Bhabha University,

Bhopal

B.Tech in computer Science and Engineering,
2026

Shri Ramswaroop Memorial University,

Lucknow

Diploma in Electrical Engineering
2022

PROFESSIONAL SUMMARY

Sales Executive with 3+ years in customer service and sales roles. Excellent communication and problem solving skills, proven track record of success in meeting sales goals.

SKILLS & PROFICIENCIES

- Customer engagement & relationship building
- Sales presentation and negotiations
- Evaluating customer needs
- Conflict management
- Data Analysis & Reporting
- Communication with team members regularly

LANGUAGE

- English
- Hindi

CERTIFICATIONS

- Massive Open Online Course - ISRO
- Google Digital Marketing