

Anand Verma

Assistant Senior
Manager Sales

Contact

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Skills

Business Development

Staff Management

Sales and marketing

Business planning

Business administration

Negotiation

Budgeting

Sales processes

Goals and performance

Sales Reporting

Relationship building

Coaching and mentoring

New Business Development

Empowers high-performing

Seasoned & versatile professional with a passion to deliver extensive managerial skills and the natural ability to identify & capitalize upon opportunities for maximizing sales / revenue and optimizing company benefits

Leveraged entrepreneurial ability & skills in translating corporate vision, to overcome complex business challenges and deliver on high-impact decisions

Multi-dimensional & visionary leader offering with cross-functional experience of 3+ years across highly reputed business establishments in Education Industry

Consistently exceeding growth & profitability targets year on year while providing reinforcements wherever needed to facilitate achievement of performance targets. Promoting a culture that reflects the organization's values and encouraging good performance.

Award-winning sales and management professional with excellent background as a high performing business developer, marketer, manager, and collaborator.

Expertise in creating & executing innovative / business development plans & strategies together with designing, consolidating & improving organizational processes.

Highly-successful in driving large scale revenue and profit gains as well as improving on organizational productivity and performance; respected mentor and peer leader known for bringing credibility and integrity to every level of the sales process; trusted resource to colleagues, stakeholders, and providers

Consistently remained on the cutting-edge, driven new business through key accounts; success in imparting training to the sales force for enhanced operations.

Work History

2023-04 -
Current

Associate Senior Manager Sales

Think And Learn Pvt Ltd, Pune

- Evaluated hiring, firing, and promotions requests.
- Boosted team member productivity by enhancing performance monitoring and instituting motivational approaches.
- Identified cost improvement changes and cost savings plans to increase company savings.
- Brainstormed and developed sales strategies to achieve short and long term sales revenue objectives.
- Implemented and developed operational

sales teams

Marketing strategy

Advanced Salesforce.com
user

Direct sales

B to B sales

Languages

English, Hindi and Bengali.

standards, policies and procedures.

- Managed a team size of 40 Peoples including trainees, associates, team leaders and managers.
- Motivated and led sales team to achieve performance targets for initial prospect interaction, scheduling, engagement during sales process and closing

2022-02 -
2023-03

Business Development Manager

THINK AND LEARN PRIVATE LTD, Pune

- Generated new business with marketing initiatives and strategic plans.
- Cross-trained existing employees to maximize team agility and performance.
- Maximized performance by monitoring daily activities and mentoring team members.
- Accomplished multiple tasks within established timeframes.
- Resolved staff member conflicts, actively listening to concerns and finding appropriate middle ground.

2021-01 -
2022-02

Business Development Associate

THINK AND LEARN PRIVATE LTD, Pune

- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Negotiated contracts and closed sales with new and existing clients.
- Developed business pipeline using cold and warm techniques.
- Communicated with local organizations to build networks and develop leads.

2020-11 -
2020-12

Business Development Trainee

THINK AND LEARN PRIVATE LTD, Kolkata

- Increased sales with execution of full sales cycle processing from initial lead processing through conversion and closing.
- Quoted prices, credit terms and other bid specifications.
- Fostered lasting relationships with customers through effective communication and quick response, resulting in long-term loyalty and

expanded client base.

2020-04 -
2020-10

Team Leader

P & P Infotech India Pvt. Ltd, Kolkata

- Established open and professional relationships with team members to achieve quick resolutions for various issues.
- Built strong relationships with customers through positive attitude and attentive response.
- Conducted training and mentored team members to promote productivity and commitment to friendly service.
- Mentored and guided employees to foster proper completion of assigned duties.
- Managed over 5 associates and Increased sales by 10%

2019-10 -
2020-03

Customer Support Executive

P & P Infotech India Pvt. Ltd, Kolkata

- Listened to customers' questions and concerns to provide answers or responses.
- Built strong relationships with field operations team to support business development opportunities and improve service.
- Collected customer information and analyzed customer needs to recommend potential products or services.
- Provided customers with updates and periodic statements on service developments and changes in trends.

2018-10 -
2019-10

Customer Support Executive

Leadfront e solutions Pvt. Ltd, Kolkata

- Listened to customers' questions and concerns to provide answers or responses.
- Built strong relationships with field operations team to support business development opportunities and improve service.
- Collected customer information and analyzed customer needs to recommend potential products or services.
- Provided customers with updates and periodic statements on service developments and changes in trends.

2004-01 -

Education

2015-07 - 2018-04	BBA: Marketing and Sales <i>The Bhawanipur Education Society College</i> GPA: 60%
2013-03 - 2015-02	XII <i>ISC) Maria's Day School - Howrah</i> GPA: 71 %
2013-04	<i>ICSE) Maria's Day School - Howrah</i> GPA: 76%

Additional Information

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