

Rajesh Mishra

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ACADEMIC QUALIFICATIONS			
Examination	Year	Board/University	CGPA
M.B.A	2014	Gitarattan International Business School	78.89
B.B.A	2012	Delhi Institute of Rural Development	78.89
AISSCE (Class XII)	2009	Happy Home Public School, CBSE Board	63.85
AISSE (Class X)	2007	Happy Home Public School, CBSE Board	59.00

OJECTIVE

To secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

WINNER in Inter College B-Plan organized by Rukmani Devi Institute of Advanced Studies (RDIAS)	Feb, 2014
WINNER in Manger Ace competition organized by Northern India Engineering College (NIEC)	Feb, 2014
Received 2 nd prize in B-Plan Competition at DELHI TECHNOLOGICAL UNIVERSITY (DTU)	Feb, 2014
Received 2 nd prize in B-Plan Competition by Bhagwan Parshuram Institute of Technology (BPIT)	March, 2014
Received 2 nd prize in B-Plan Competition organized Tecnia Institute of Advanced Studies (TIAS)	March, 2014

Organization	Job Profile/Position	From	To
ITAakash Strategic Software (P) Ltd.	Sales Manager	May 2019	Present

EXPERIENCE

- Responsible for Launching and Selling Strategic ERP Software especially **Delhi NCR as well as Middle Eastern region.**
- Dedicated clients from **Real Estate, Construction as well as Infrastructure Industries.**
- Taking care of entire process from lead generation to closing the deal.
- Visiting clients to show the demo, to promote company product and to sell the Strategic ERP brand
- Designing & launching marketing & Sales strategy.
- Coordinating and assisting software development team for application as per latest demand.
- Creating Network of clients, partners, prospects, vendors, as well as alias in the same domain.
- Budget planning related with promotion & expansion.
- Working and coordinating with PR agencies as well as IT consultants for increasing the client base.
- Conducting Training & Development program.
- Designing the Targets for Sales team and conducting sales Review meetings.

Also looking after various products like Finance, HR, B2B CRM, Lead Management, Sales management software, also software as an ERP and designing the strategy to tap unexplored market.

EXPERIENCE

Organization	Job Profile/Position	From	To
Akhil Systems Private Ltd.	Sales Manager	August 2017	April 2019

RESPONSIBILITIES

- Overall responsible for Launching and Selling International Software especially India & Middle East region.
- Visiting different countries to promote and sell the Miracle brand.
- Designing & launching marketing & Sales strategy.
- Coordinating and assisting software development team for application in Middle East region.
- Creating Network of Service providers and showing the demonstration to the IT Manager, CIO, MD as well as to the other stakeholders of the organization.
- Budget planning related with promotion & expansion in Middle East Market.

- Working and coordinating with PR agencies as well as IT consultants for increasing the client base in Middle East.
- Conducting Training & Development program.
- Designing the Targets for Sales team and conducting sales Review meetings.

INTERNATIONAL VISIT/PROJECT

Organization	Job Profile/Position	Region	Purpose
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Dubai	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Sharjah	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Abu Dhabi	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Ajman	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Bahrain	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Riyadh	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Jeddah	Business Meeting
Akhil Systems Private Ltd.	Marketing Manager – Middle East	Dammam/ Al-Khobar	Business Meeting

EXPERIENCE

Organization	Job Profile/Position	From	To
Eye Care Leaders (Eli Global)	Sr. Sales Executive	May 2016	August 2017

RESPONSIBILITIES

- Customer and Market Research over the phone and internet.
- Selling ERP System.
- Providing and scheduling Demos to National and International clients (**EMEA Region**).
- Analyzing and understanding customer needs & requirements.
- Meeting with potential partners to expand the business of the company.
- Coordinating with various Events & Conferences to promote our brand in International Market.
- Providing training & product knowledge to colleagues
- Meeting with IT Manager, CIO, MD as well as to the other stakeholders of the organization.
- Promoting brands like (my vision express, Practice Builders, Lekhisoft & MD Office) brands in different Market especially India and Middle East.

INTERNATIONAL PROJECT

Organization	Job Profile/Position	Country	Purpose
Eye Care Leaders (Eli India)	Sr. Sales Executive	Riyadh, SA	To Close Sale

EXPERIENCE

Organization	Job Profile/Position	From	To	Year	Months
Allan Lloyds Group	Sales Executive	August 2014	May 2016	1	5

RESPONSIBILITIES

- Selling International Business Conferences conducted by Allan Lloyds Group to the Top level Management in MENA & US region.
- Conducting Research via. Telephone, Journals and Internet to expand the database with the contacts of senior
- Managing the entire sales cycle, from identifying the potential prospect to closing the deals, including searching,
- Communicating, negotiating, and taking feedback from the delegates about the conference.

- Building strong and profitable business relationship with clients and ensure sales target achievement.
- Communicating with the potential clients via phone & emails and provide opportunities to attend the seminars.

PROJECTS/CONFERENCES

Title	Country/Place	Date
2 nd HR Excellence MENA Summit (Healthcare)	Dubai, UAE	March, 2016
5 th Annual Pharma Strategic Sourcing & Procurement Summit	Amsterdam, Netherlands	March, 2016
4 th Annual HR Excellence Summit (Healthcare)	Madrid, Spain	November, 2015
5 th Annual Pharma Digital Marketing Summit (Healthcare)	Berlin, Germany	October, 2015
6 th Annual Optimizing Contact Centers Summit	Barcelona, Spain	July, 2015
M2M & Internet of Things Strategies Summit (Healthcare)	Berlin, Germany	June, 2015
3 rd Annual Pharma HR Excellence Summit	Barcelona, Spain	November, 2014
1 st Collateral Management Summit in Banking	Vienna, Austria	November, 2014
Sales Force Effectiveness Dubai (Pharmaceuticals)	Dubai, UAE	October, 2014

COMPUTER/ONLINE SKILLS

- Microsoft office
- Excellent knowledge of online Research (LinkedIn)
- Brief understanding of online Marketing and Advertisements

INTERESTS

- Watching Inspirational Videos and Movies
- Reading Novels and Academic books
- Playing Volley Ball

CORE SKILLS/KNOWLEDGE

- Sales and Marketing Skill
- Motivating and Leadership Skill
- Innovative and Futuristic Thinking
- Analytical and Creative Skill
- Basic Knowledge of French (Level 2)