



MITHUN KUMAR RAUT

SALES PROFESSIONAL

Noble enclave, Gurgaon
sector 22, 122022

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PROFILE

Efficient and effective sales representative with over 4 years of experience in sales and managing business, professional, and corporate client accounts. Exceeded sales goals by more than 15% each quarter. Seeking to leverage solid negotiation skills and extensive product knowledge to be the sales Manager for Next Organization.

SKILLS

Project

Management

Problem Solving

Creativity

Leadership

Communication

Need Generation

WORK EXPERIENCE

SENIOR SALES CONSULTANT

Samsung electronics india pvt ltd

Sep 2017 - Feb 2022

- Focusing and gathering the customers requirement which helped me gain knowledge and have to manage my team as well for there targets and also responsible for the product training purposes for my team.

BUISNESS DEVELOPMENT ASSOCIATE

Think & learn pvt ltd (Byju's)

Apr 2022- Oct 2022

- As a BDA in BYJU- S, you will be expected to connect with potential customers, set up meetings, counsel the students on BYJU'S unique way of learning and assist them to become premium subscribers.

BUISNESS DEVELOPMENT EXECUTIVE

Flobiz

Jan 2023- Present

Focusing on gathering customers requirement which helped me gain knowledge on pre-sales by connecting to more than 50 customers over calls and converting them and driving inside sales. In this phase I also transformed my self to a field sales executive by meeting at least 25 clients per week and generating revenue.

EDUCATION HISTORY

Bachelor's of
Computer Applications

Aisect University

2018-2021

- Graduated in Computer Application.
- Gained extensive training and successfully accomplished all courses for Computer Application.