

**Anand Mohan Prasad Gupta**

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## SUMMARY

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Experienced Sales Manager with a demonstrated history of working in the Marketing & Advertising industry. Skilled in Sales & Marketing, Retail, Sales, Marketing Strategy, and Sales Operations. Strong sales professional with a PGDM focused in Sales and Marketing Operations/Marketing and Distribution Teacher Education from Noida Institute of Engineering & Technology.

## CAREER OBJECTIVE

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I am looking for a role where I can pitch my ideas along with being mentored toward a successful career.

## SKILLS

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**Time management, Active listening, Setting goals, Customer relationship management**

## EXPERIENCE

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Jul-2022 - Till Today

Dputy Manager

### **IDFC first bank**

Explaining and promoting bank services to customers and referring them to appropriate financial services. Greeting customers, identifying their needs and answering customer inquiries.

Ensure acquisition of high quality Savings accounts in terms of product mix, segments and constitution mix

Proactive registration and activation of acquired customers to direct banking channels

Meet and exceed the defined targets of new customer acquisitions month on month by analyzing transaction banking needs of the customer

Feb-2020 - Nov-2020

Sales Manager

### **Xiaomi India private limited**

Deliver excellent service to ensure high levels of customer satisfaction. Motivate the sales team to meet sales objectives by training and mentoring.

Create business strategies to attract new customers, expand store traffic, and enhance profitability.

Respond to customer complaints and concerns in a professional manner.

Ensure store compliance with health and safety regulations.

Develop and arrange promotional material and in-store displays.

Jan-2018 - Dec-2019

Senior sales consultant

### **HMD Global(The Home Of Nokia Phone)**

Sharing of product features (with product demo) and recommendation of related accessories

Store visual merchandising is the key customer store experience

Providing customers an end-to-end after sales services (unboxing, transferring of data etc.) and follow up sales to create a brand and customer loyalty

## EDUCATION

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Degree/Course	Institute/College	University/Board	Percentage/ CGPA	Year of Passing
Masters	Noida institute of engineering and technology	NIET	7.2 %	2022
Masters	C M College	Lalit Narayan Mithila University	6.8	2018
Bachelor's	C M College	Lalit Narayan Mithila University	62 %	2016
Intermediate	C M College	Bihar school examination board	58 %	2013

**STRENGTHS**

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Interpersonal skills., Effective communication., Multitasking.

**HOBBIES**

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Playing outdoor games

**PERSONAL DETAILS**

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Address	Alpha 2 Greater Noida, Utter Pradesh, 201308
Date of Birth	17/05/1996
Gender	Male
Nationality	Indian
Marital Status	Single
Languages Known	Hindi/English/Maithili/Bhojpuri

**DECLARATION**

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I genuinely declare that all the facts mentioned above are true to my faith, and I am answerable for its accuracy.

Anand Mohan Prsad Gupta