

## Resume

**MR. ANAND MOHAN PRASAD GUPTA**

Mobile - 80023727371

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### PROFILE SUMMARY

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

### CAREER OBJECTIVE

Motivated and detail-oriented sales professional with five years of supervisory experience seeking a management position. Seeking an opportunity to apply my advanced knowledge of sales and customer service.

### WORK EXPERIENCE

#### 1. Toppr

From Aug 2021 to Present

##### Business Development Manager

- Making sales calls. Establishing and maintaining client relationships.
- Identifying and resolving client concerns.
- An inherent ability to position, market and sell an idea or product will be a key skillset in a B2C sales model

#### 2. Xiaomi Store

From Jan 2020 to Nov 2020

##### Store Manager

- Developing store strategies to raise customers' pool, expand store traffic and optimize profitability
- Meeting sales goals by training, motivating, mentoring and providing feedback to store staff  
Ensuring high levels of customer's satisfaction through excellent service

#### 3. HMD Global (The Home of Nokia Phones)

From Jan 2018 to Dec 2019

##### Senior Sales Executive

- Demonstrate and provide information on promoted products/services.
- Create a positive image and lead consumers to use it.
- Use lectures, films, charts, and/or slide shows.
- Distribute product samples, brochures, etc. ...
- Identify interest and understand customer needs and requirements.

#### 4. Samsung India Electronics Pvt. Ltd

From Jan 2017 to Dec 2017

##### Brand Promotor

- Set up and arranges displays or demonstration areas to attract the attention of prospective customers.
- Suggests specific product purchases meet customers' needs.
- Responsible for timely and proper display and replenishment of merchandise.

#### ACHIEVEMENTS

- + **Top Premium Phone seller-** In November 2020 when working at Nokia. I had been awarded by RM sir for getting the first position in selling premium smartphones
- + **Back-to-Back PSP achiever** - When Samsung's s7 edge device was launched. At that time, its working store Shree Kamal Mobile & More sold the most in the whole of Bihar.

#### EDUCATIONAL QUALIFICATIONS

Degree/Course	Institute/college	University/Board	Percentage	Year of passing
PGDM	NIET - Powered By Sunstone Eduversity	Noida Institute Of Engineering And Technology	Pursuing	2022
Master of commerce	C M College	Lalit Narayan Mithila University	64%	2020
Bachelor of commerce	C M College	Lalit Narayan Mithila University	62%	2016
Intermediate	C M College	BSEB	58%	2013
Matriculation	10+2 TBS HIGH SCHOOL	BSEB	50%	2011

#### PERSONAL DETAILS

<b>Name</b>	Mr Anand Mohan Prasad Gupta
<b>DOB</b>	17/05/1996
<b>Marital Status</b>	Single
<b>Nationality</b>	Indian
<b>LinkedIn</b>	<a href="https://www.linkedin.com/in/anandmohanprasad">https://www.linkedin.com/in/anandmohanprasad</a>
<b>Current Address</b>	Alpha 2 Greater Noida, Gautam Buddha Nagar, 201310
<b>Gender</b>	Male
<b>Language Known</b>	English, Hindi, Maithili
<b>Hobbies</b>	Playing cricket/watching Tech videos
<b>Areas Of Interests</b>	Volunteering/social media marketing

## SKILLS & STRENGTHS

- ✚ Negotiation & Sales Closing skills
- ✚ Business Communication
- ✚ Relationship building skill
- ✚ Strong work ethics/goals oriented/team player/adaptability

## DECLARATION

I hereby declare that the details and information given above are complete and true to the best of my knowledge.

**Date**

**Place**

**Mr Anand Mohan Prasad Gupta**