

ANKIT CHOWDHURY

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PROFILE SUMMARY

Performance driven result oriented professional with over 3- years of experience in online Sales,Marketing ,E-Auction & E-Tendering . Adroit in driving the profitability of the business by focusing on Client Relationship & Building Revenue from Domestic Market .

Gained sound expertise in CRM , Linked Inn, Lead generations, End to End Sales, B2B Research, online marketing & Exhibitions.

An out-of-box thinker with a flair for identifying & adopting emerging trends to achieve business goals. Excellent leadership, communication & client servicing abilities.

CORE COMPETENCIES

Revenue Generation

SQL query

End-to End Sales /
B2B/B2G Sales

Lead Generation
Target Oriented

Promotions
E-Tendering & E-Auction

Grievance Handling
Team Player

PROFESSIONAL EXPERIENCE

I-Sourcing Technologies Pvt Ltd

Designation: Senior Executive -Business Development

Jan 18-Present

Highlights :

Tender Information Services & E-auction cum Tendering Software .

Team Training & Learning.

Grievance handling of in-home Clients.

Profit maximization through achieving the set targets.

Looking after the Renewals & Client Retention.

Generate revenue through B2B Data & different corporate through E- procurement & other lead sources.

E-mail & Call based interaction and identify potential clients.

Customizing Proposal as per there client Requirements.

Set SQL Query, Payment follow-ups, coordinate with IT structure for activation (End-End Sales)

Manage CRM & MIS.

Daily Revenue reports.

B2G & B2B- Introducing E-tendering & E-Auction Software to corporate & Government Department

Training & Support to Department Officers & there Bidders.

Troubleshooting Queries & Errors occurs during actual process.

I-Sourcing Technologies Pvt Ltd.**Designation:** Executive -Sales & Marketing**July 16-Dec 17****Marketing & Promotions in North India:****Exhibitor:**Interprint Expo organized by Udan.

Machine Auto Expo organized by Udan.

C-fose(Sports) Auto expo organized by Annex Media.

Plastasia 2017 organized by Triune Exhibitors.

Indian Pharma Expo organized by CIMS.

Media Partner:Architectural awards organized by Praxis Media.

CII UP MSME Summit & conference organized by Confederation of Indian Industry.

INDUSTRIAL EXPOSUREAssociate -Insurance Sales in **IDBI Federal Life Insurance Pvt Ltd.** 2015**EDUCATION**

2016- MBA Specialized in Marketing & HR(General) from Guru Gobind Singh Indraprastha University.

2012- Graduation from National Council for HM&CT, New Delhi

2009- 10+2 From CBSE Board.

PERSONAL DETAILSDate of Birth : 10th September 1991

Residential Address : 20-J, Pocket-4, MIG, Mayur Vihar Phase-3,New delhi-110096

Language Known : English & Hindi