

AKSHAY WISHARD

Gurudwara Gali, C. B. Ganj

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PROFESSIONAL SUMMARY

Results-oriented and energetic Business Development Manager with expertise in lead qualification and closing strategies. Extensive sales training and presentation experience.

SKILL SET

- Sales expertise
- Powerful negotiator
- Project management
- Market trend analysis
- Business development
- Strategic marketing
- Budgeting
- Fluent in English and Hindi
- Goal-oriented
- Positive and upbeat
- Strong interpersonal skills
- Empowers high-performing sales teams

WORK HISTORY

Sales Executive, 05/2009 to 08/2011

Kriti Prakashan Pvt. Ltd. – Bareilly

- Visited clients on-site to give benefit-oriented sales presentations
- Managed route planning and travel schedule.
- Collected and processed payments.
- Submitted and tracked orders.
- Responded to telephone and in-person requests for information.
- Set up calendar with customer birthdays and other special events for personal touch.

Sales Executive, 09/2011 to 10/2014**Madhubun Educational Books – Bareilly**

- Travelled and searched new leads in terms of schools in the designated area.
- Developed strategies to get new business.
- Reporting to managers on daily basis.
- Visited Distributors on daily basis to plan and get new business and increase business
- Collection and deposits of Payments.

Business Development Manager, 11/2014 to 11/2019**Dream India Schools – Bareilly/Lucknow**

- Searched properties to open new branches to start school in designated area.
- Finalized deals with property owners on company's terms and conditions.
- Signing of Agreements between Company and Property Owners.
- Branch Infra Development. Staffing and Recruiting.
- Marketing and lead generation.
- Team Handling.
- Converting Leads into Business i.e. Admissions, Accounts management and Administration.

Zonal Support Manager, (UP) 01/2020 to 07/2022**Sanfort Schools – Lucknow**

- Visiting all the branches within the designated territory. (All U.P.)
- Overviewing the administration work of each branch.
- Implementing new strategies and better plans and prospects for the growth of branches assigned.
- Team handling of PRO's and Marketing Executives, branch wise.
- Generation of leads, Conversion of leads into Admissions, Account handling and Business Development.

EDUCATION DETAILS

- M.COM: Marketing, 2009 from Bareilly College Bareilly – Bareilly
- B.COM: 2007 from Bareilly College Bareilly – Bareilly
- Intermediate completed from Government Inter College – Bareilly
- High school completed from, Tulsidass Kilachand Intermediate School – Bareilly

RESPOSIBILITY OF REIGON'S

- Lucknow, Rae-Bareli, Kanpur, Sitapur, Barabanki, Bareilly, Rampur, ,Pilibhit, Badaun, Bahedi, Moradabad, Chandausi, Shahjahanpur in U.P.
- Haldwani, Kashipur, Ramnagar, Rudrapur, Gadarpur, Bazpur, Kichha, Almorah, Pithoragarh, Nainital in Uttarakhand.

PROFESSIONAL QUALIFICATION

- Certificate in TALLY (Computers).
- Basic Knowledge of Computer and Internet

HOBBIES

- Playing Cricket, Badminton, Carrom etc.
- Interacting with people.
- Travelling & listening to music.

PERSONAL DETAILS

- Date of Birth - 03rd July. 1985
- Father's Name - Late Mr. Anil Wishard
- Marital Status - Married
- Languages Known - Hindi & English

Date.....

Place.....

(Akshay Wishard)

