

# SHIVAM LATH

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29/Jan/1993  
M-26, Indira Nagar, lakhraj  
market, Lucknow  
Lucknow India

## Summary

2+ years experience as an Inside sales executive. Strong customer orientation and ability to engage with different type of customers. Adept at handling customer complaints and provide appropriate solutions.

## Education

Ambalika institute of management and technology  
2013 - 2017  
B-tech

## Experience

Indiabulls  
03/2019 - 03/2021

- Inside sales executive
- \*Updated accounts and maintained long-term relationship with clients.
  - \*Trained employees on new technology and sales methods to build highly knowledgeable and successful team.
  - \*Informed customer of promotion to increase sales productivity and volume.
  - \*Identified new business opportunities through cold calling, networking, marketing and prospective database leads.

Akash software  
09/2018 - 03/2019

- Data analyst intern
- \*Identified, analysed and interpreted trends or patterns in complex data sets by finding correlation and visualising with clients.
  - \*Researched and compiled tailored monthly analytics and report for senior management with software.

Freelancer  
08/2017 - 08/2018

- Content writer
- \*Wrote content and uploaded it to client name's content management system.
  - \*Applied current editing and photography tools to tell great stories.

## Projects

Android based  
06/2017 - 08/2017  
Compare advisor

Php program  
06/2016 - 7/2016  
Photo uploader

| Skills                         | Languages      |
|--------------------------------|----------------|
| Business development executive | English, Hindi |
| Inside sales                   |                |
| problem solving                |                |
| communication skills           |                |
| Eager to learn                 |                |
| Microsoft office               |                |
| Ms windows server              |                |
| It sales                       |                |

References  
linkedin. com