



RAVI PAL

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Looking to be connected with a progressive and established company where I will have the insight of its goals, while at the same time being exposed to an environment where my skills and capabilities will be utilized.

EXPERIENCE

JAN 2024-
PRESENT

SENIOR SALES EXECUTIVE, INDIAMART INTERMESH LIMITED

To generate leads from a given database & identify decision makers within targeted leads and initiate the sales process. To penetrate all targeted accounts and originate sales opportunities for the company's products and services. To setup and deliver sales presentations, and products/services demonstration on daily basis. To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.

JAN 2022-
JAN 2024

SALES EXECUTIVE, INFOEDGE INDIA LIMITED

Engage with the registered users of jeevansathi.com & schedule product demonstration meeting via making calls to the registered users. Achieve sales targets by counselling the users and their family members on product features along with related services. Update all the membership details accurately in the CRM software. Maintain constructive relationships with focus on HNI users to achieve conversion on higher valued plans.

EDUCATION

JUNE 2022

MBA (MARKETING & FINANCE)

Shri Ramswaroop Memorial College of Engineering & Management, Lucknow

JUNE 2019

B. TECH (MECHANICAL ENGINEERING)

Ansal Institute of Technology & Management, Lucknow

SKILLS

- Digital Marketing
- Problem Solving
- Time Management
- Relationship Building
- Active Listening

HOBBIES

- Volunteering
- Travelling
- Indoor Games