

Prakhar Mishra

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PROFESSIONAL SUMMARY

Engaging Sales person committed to providing outstanding customer service and maximizing sales. Focused on team support and customer relationship building. Persuasive and friendly individual poised to consistently exceed performance standards and sales targets.

EXPERIENCE

ADDA 247, LUCKNOW — Senior Exam Councillor

April 2024 - PRESENT

- Developed and implemented sales strategies to increase revenue.
- Objection Handling and counseling
- Customer relationship building and in depth product description.

Kenko Health, Gurgaon — Business Development Manager

March 2023 - March 2024

- Prospect and qualify leads through inbound inquiries, outbound calls, emails, and other channels to generate sales opportunities.
- Demonstrated leadership qualities and monitored team target and revenue along with the growth.
- Engage with customers to understand their wellness needs, goals, and preferences, and recommend suitable products and solutions to meet their requirements.
- Educate customers about the features, benefits, and uses of our wellness products, addressing any questions or concerns they may have.
- Developed and implemented sales strategies to increase revenue.

SKILLS

- Active Listening
- Attention to Detail
- Relationship Building
- Reliable and Punctual
- Customer Service
- Upselling and Cross -Selling
- Cold Calling
- CRM Software
- MS Office
- Lead Management

EDUCATION

CSJMU, Uttar Pradesh —
Bachelor of Arts
June 2020

CCC
June 2019

VidyaGyan (HCL), Uttar Pradesh — Senior
Secondary
June 2017

VidyaGyan (HCL), Uttar Pradesh — High School
June 2015

LANGUAGES

ENGLISH

Hexa Health, Gurgaon — Business Development Manager

HINDI

NOVEMBER 2022 - March 2023

- Schedule appointments, procedures, and consultations for patients, ensuring timely access to healthcare services and resources.
- Serve as the primary point of contact for patients, families, and caregivers, providing compassionate and empathetic assistance at every touchpoint.
- Coordinate with healthcare providers, facilities, and other stakeholders to facilitate seamless transitions of care and continuity of services.
- Conduct thorough assessments of patient needs and preferences, tailoring care plans and recommendations to address their individual goals and concerns.

PolicyBazaar, Gurgaon — Sales Executive

January 2020 - April 2022

- Guided customers about the importance of health-insurance and convinced them to retake the same product with added benefits.
- Helped customers find specific products, answered questions and offered product advice.
- Built and maintained relationships with peers and upper management to drive team success.