

VARDAN SHAH

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CAREER SUMMARY

Sales professional with a track record of driving **200%** sales growth and **80%** new client acquisition, exceeding targets by **20–25%**, monthly. Delivered **100+** hours of training, improving team performance by **25%**. Skilled in strategic planning. Highly motivated to leverage analytical and strategic skills to pursue a successful career in finance.

EDUCATION

- Matriculation
Delhi Public School, Haridwar (2018)
Scored: **59.6%**
- Senior Secondary (COMMERCE)
Delhi Public School, Haridwar (2020)
Scored: **80.8%**
- Bachelor of Business Administration (BBA)
Gurukul Kangri University, Haridwar (2023)
Scored: **74.77%**

WORK EXPERIENCE

TECHSHARKS		SALES COORDINATOR	(JAN 2025 – MAR 2025)
ROLE & RESPONSIBILITIES	<ul style="list-style-type: none">Led, motivated, and managed a team of 12 sales professionals, consistently exceeding monthly sales targets by an average of 20-25%.Delivered 100+ hours of training and development sessions, resulting in a 25% improvement in team performance and individual sales metricsMonitoring and evaluating individual and team performance using sales metrics and KPIs. Taking corrective action when necessary to meet targets and drive consistent growth.Prepared and presented monthly and quarterly reports on sales performance, market trends, and customer feedback to senior management, analyzing data from 100+ sales transactions and providing sales forecasts with a 90% accuracy rate to support strategic decision-making.Spearheaded targeted sales initiatives focusing on key client segments, achieving an 80% increase in new client acquisition and a 30% expansion of existing business.		
ACHIEVEMENTS	<ul style="list-style-type: none">Consistently achieving and surpassing sales targets, including reaching 200% sales growth, and sustaining this growth till date through effective sales tactics and customer management.		

CERTIFICATIONS(EXTRA-CURRICULAR)

- National Cadet Corps (2020 -2023)
 - Obtained 'C' Certificate with 'A' Grading among 2,000+ candidates.
 - Led a team of **160 cadets** as Senior Under Officer (SUO), enhancing team leadership.
 - Managed **15+ camps**, each with **500+ candidates**, developing strong planning, execution, and efficiency.
- Basic Rock-Climbing Course
SVIM, Mount Abu (September 2023)
 - Grade: **A' (Alpha)** Ranked among the top **0.5%** of candidates.
 - Developed **strategic thinking, risk management, decision-making** skills in high-pressure environments.
- Basic Mountaineering Course
Himalayan Mountaineering Institute, Darjeeling (October 2023)
 - Grade: **D' (Distinction)** Only **1** out of **80** Candidates.
 - Acquired skills in **8+ ice climbing techniques, 5+ rescue methods, and 9+ survival skills** over **250** hours of training.
- Advance Rock-Climbing Course
SVIM, Mount Abu (April 2024)
 - Grade: **A' (Alpha)** Only **1** out of **50** Candidates.
 - Achieved advanced skills in **12+ technical climbing techniques, 8+ rope setup methods, and 6+ rescue techniques** across **5+ different types of rock faces** through **150+ hours** of intensive training.

SKILLS

Microsoft Excel | Power Point | CRM | Data Analytics & Visualization | Negotiation & Closing Deals | Risk Management & Decision Making | Pricing Strategies & Revenue Optimization