

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

## 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