

CONTACT

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in [LinkedIn](#)

☎ 9934357063

EDUCATION

2019 - 2021 • Greater Noida, UP

ACCURATE INSTITUTE OF
ADVANCED MANAGEMENT

- MBA

2015 - 2018 • Itanagar, Arunachal Pradesh

HIMALAYA UNIVERSITY

- B.Com

2013 - 2015 • Jainagar, Madhubani

K.M.Y.J.K.V.P. COLLEGE

- Senior Secondary (12th)

SKILLS

- Decision Making
- Adaptability
- Critical Thinking
- Public Speaking
- Conflict Resolution
- Managerial Skills
- CRM

LANGUAGES

- English ● ● ● ● ●
- Hindi ● ● ● ● ●
- Bhojpuri ● ● ● ● ●

RAHUL KUMAR

MARKETING SPECIALIST

PROFILE

Experienced Sales & Marketing Specialist with a proven track record in inside sales, lead management, and client consultation. Skilled in strategic sales planning, negotiation, and customer relationship management, with a focus on driving revenue growth and optimizing sales performance.

WORK EXPERIENCE

- ☐ **ESAF Small Finance Bank** JULY 2023 - DEC 2023
Sales Officer
 - Managed customer acquisition by conducting field visits and engaging with individuals, businesses, and institutions to promote banking products.
 - Generated and converted leads into sales opportunities for savings accounts, loans, insurance, and fixed deposits.
 - Met and exceeded monthly and quarterly sales targets through effective customer engagement and sales strategies.
 - Provided regular reports on sales performance, market trends, and customer feedback to management.
- ☐ **Truebil/Spinny** AUG 2022 - MAR 2023
Sales Analyst
 - Worked on sales leads by handling inbound and outbound calls to consult customers on preowned cars.
 - Assisted customers in understanding their requirements and recommended suitable options.
 - Ensured an excellent customer experience with Spinny.
 - Managed strong lead conversion and coached team members to achieve business goals.
- ☐ **Infocom Network Limited (Trade India)** JAN 2022 - JUL 2022
Senior Executive Online Sales
 - Responsible for closing sales deals over the phone and maintaining strong customer relationships.
 - Contacted potential and existing customers to inform them about products/services.
 - Effectively communicated and provided product presentations to customers.
 - Demonstrated outstanding negotiation skills and the ability to address customer complaints.

ACHIEVEMENTS

- Insurance Regulatory and Development Authority of India (IRDAI) - 2020

CERTIFICATIONS

- Workshop Participation in Ducat Digital Marketing
- Max Life (Insurance Advisor)