

MD AHASHAN KORIM
SALES & MARKETING

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Professional Objective

To secure a career in an organization by utilizing my work experience, inter-personal skills and upgrading my skills through experience while contributing towards company's productivity and protect the relationship between the company and its most important clients.

Work Experience

Defmacro Software Private Limited (ClearTax)

Senior Enterprise Sales Manager- October 2023- Present

Acquiring the enterprise and corporate high turnover clients through hunting and farming process. Handling major key accounts from lead generation to sales closure with renewal, upselling and cross selling processes. Understanding CLEAR suite of products and communicating value to CFOs and High Turnover Indian companies. Effectively navigate target organizations (end users, influencers, decision makers) and manage the end-to-end sales cycles within a defined timeline. Gather competitive landscape insights and help distinctively position CLEAR's USP to ensure deal closure.

Rapidue Technologies Private Limited (Recykal)

Assistant Manager- December 2022- October 2023

Generating high quality leads, building strong relationships with corporate clients and close deals with big brands. Executing sales strategy and developing action plans in line with strategic priorities. Implementation of price strategies and maintaining solid relationships with the corporate clients. Understanding client needs, developing proposals and interacting with the internal marketing, solutions & delivery team while proposing solutions to the prospective clients. Enabling cross-selling opportunities to achieve full business potential (sales and profit).

Exclusife Technosoft Private Limited

Senior Sales Executive- December 2020- December 2022

Acquiring new B2B businesses. Self-lead generation through reference, cold calling, online portals, cold visits for ERP & CRM software(SAAS), sales presentation, clients account handling, new franchise opening as well as handling the existing franchise for Kolkata location. Daily customer meetings and demonstration of product to customers. Driving sales strategy to achieve weekly targets. Client on-boarding or acquisition, retention. Exposure in developing sales strategies for corporate tie up.

Indiamart Intermesh Limited

Client Acquisition Executive- June 2017- November 2020

To build new B2B clients for the organization and on-boarding corporate clients by selling subscription packages. To generate new leads and identify decision makers within targeted leads and initiate the sales process and to penetrate all targeted accounts and originate corporate sales opportunities for the company's products and services.

Summer Internship

Organization:-Nissan Motor India Private Limited, Kolkata (West Bengal)

Tenure: - 2 Months (9th May, 2016 to 30th June, 2016)

Title: - Datsun Redi Go launch Project

Description:-

- ☐ To oversee the process of the newly launched car, Datsun Redi-Go.
- ☐ Supervision areas on enquiry management, test drive scheduler, lost sales analysis, meet and greet teams, walk in management, data capture, daily review meetings, call centre operations etc.

Achievement :-

- ☐ Sold 6 units of Datsun Redi-Go cars.

Educational Qualification

Course	Year	Stream	Institute/ Board	Div.	% of Marks/ CGPA
PGDM	2015-17	Major- Marketing Minor- International Business	Institute of Technology & Science(ITS),Ghaziabad	7.84	
B.Tech	2015	Electrical Engineering	Aliah University, Kolkata, UGC board	1 st	7.66
10+2	2011	Science	Bishop Morrow School, ISC board	1 st	65.14
10th	2009	-----	Bishop Morrow School, ICSE board	1 st	81.85

Industrial Visit

- ☐ Went to Dubai, Sharjah and Abu Dhabi for an Industrial visit to Conmix Limited and a weeklong trip to other places of UAE (April, 2016)

Key Attributes

- ☐ Possess leadership skills
- ☐ Team player
- ☐ Adaptable with circumstances
- ☐ Quick learner

Training & Certifications

- ☐ Trained in Electrical Power System from Eastern Railway, Sealdah, Kolkata
- ☐ Trained in Electrical Power System from Wadia-Techno Engineering Services, Kolkata
- ☐ Certified from Govt. of West Bengal for Computer Basics

Achievements

- ☐ 1st Prize for “Case Study” in ITS Management Odyssey, 2016
- ☐ “Sportsman of the Year” for the session 2015-16 at ITS Ghaziabad
- ☐ 1st Prize for “Sprint” in Intra-College Sports Meet at ITS Ghaziabad, 2016
- ☐ Winner of intra-college Football match at ITS Ghaziabad, 2016
- ☐ Winner of intra-college Cricket match at ITS Ghaziabad, 2016
- ☐ 1st Prize for “Sprint” in the Sports Meet at school.

Skills

- ☐ Interpersonal skills
- ☐ Computer skills (Solver, Tally, Microsoft Office, Matlab)

Hobbies

- ☐ Travelling to new places
- ☐ Sports

Personal Details

Date of Birth : 18th March 1992
Linguistics Abilities : English, Hindi, Bengali
Permanent Address : Rajarhat, Kolkata, West Bengal

Place: Kolkata

Md Ahashan Korim