

# POOJA KUMARI

## SALES EXECUTIVE

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### SUMMARY

Motivated and customer-focused Sales Executive with 6 months of experience at Hero MotoCorp, specialising in two-wheeler sales. Demonstrated ability to close deals efficiently through persuasive communication, product knowledge, and a customer-centric approach. Skilled in building rapport with clients, understanding their needs, and delivering tailored solutions to meet sales targets. Eager to contribute to a dynamic sales team and grow in a fast-paced, target-driven environment.

### SKILLS

Negotiation & Persuasion	Product Knowledge Expertise	Typing Skills
Communication Skills	Market & Product Research	Basic IT Skills
CRM Skills	Cold Calling & Emailing	Micorsoft Office

### EXPERIENCE

<b>Sales Executive, Aman Hero Motor Corp</b>	<b>Dec 2024 - June 2025</b>
<ul style="list-style-type: none"><li>Achieved <b>100%</b> and Overachieved <b>15%</b> more monthly sales and conversion targets.</li><li>Maintained CRM data and followed up regularly to close deals with <b>99%</b> accuracy.</li><li><b>Built</b> client trust through product knowledge and professional communication.</li></ul>	

### EDUCATION

<b>Bachelor of Arts, Miranda House, Delhi University</b>	<b>Jun 2014 - Jun 2017</b>
<ul style="list-style-type: none"><li>Completed Bachelor of Arts (B.A.), gaining a strong foundation in analytical &amp; communication skills.</li></ul>	
<b>Class XII, CBSE, Delhi</b>	<b>May 2013 - May 2014</b>
<ul style="list-style-type: none"><li>Completed Class XII (CBSE), Delhi, with a strong academic foundation with 85%</li></ul>	

### AWARDS

<b>Sales Executive, Aman Hero Motor Corp</b>	<b>March 2025 - March 2025</b>
<ul style="list-style-type: none"><li>Employee of the Month for top sales performance.</li></ul>	

### MISCELLANEOUS

- Languages:** Hindi, English
- Certifications:** Professional Typing Certificate
- Awards:** Alumni Award of uiversity