

# POOJA KUMARI

## SALES EXECUTIVE

+91 9354021835 | kum.kiranji@gmail.com | Delhi, India

### 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  
Communication Skills  
CRM Skills

Product Knowledge Expertise  
Market & Product Research  
Cold Calling & Emailing

Typing Skills  
Basic IT Skills  
Micorsoft Office

### EXPERIENCE

Sales Executive, Aman Hero Motor Corp

Dec 2024 - June 2025

- Achieved **100%** and Overachieved **15%** more monthly sales and conversion targets.
- Maintained CRM data and followed up regularly to close deals with **99%** accuracy.
- Built** client trust through product knowledge and professional communication.

### EDUCATION

Bachelor of Arts, Miranda House, Delhi University

Jun 2014 - Jun 2017

- Completed Bachelor of Arts (B.A.), gaining a strong foundation in analytical & communication skills.

Class XII, CBSE, Delhi

May 2013 - May 2014

- Completed Class XII (CBSE), Delhi, with a strong academic foundation with 85%

### AWARDS

Sales Executive, Aman Hero Motor Corp

March 2025 - March 2025

- Employee of the Month for top sales performance.

### MISCELLANEOUS

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