

# PRAKHAR MISHRA

## SUMMARY

Engaging Sales Associate committed to providing outstanding customer service and maximizing sales. Focused on team support and customer relationship building. Persuasive and friendly individual poised to consistently exceed performance standards and sales targets.

## EXPERIENCE

### Sales Executive

Kenko Health | Gurgaon, India | March 2023 - February 2024

- Prospect and qualify leads through inbound inquiries, outbound calls, emails, and other channels to generate sales opportunities.
- Engage with customers to understand their wellness needs, goals, and preferences, and recommend suitable products and solutions to meet their requirements.
- Educate customers about the features, benefits, and uses of our wellness products, addressing any questions or concerns they may have.
- Developed and implemented sales strategies to increase revenue.

### Buisness Development Manager

Hexa Health | Gurgaon, India | September 2022 - March 2023

- Schedule appointments, procedures, and consultations for patients, ensuring timely access to healthcare services and resources.
- Serve as the primary point of contact for patients, families, and caregivers, providing compassionate and empathetic assistance at every touchpoint.
- Coordinate with healthcare providers, facilities, and other stakeholders to facilitate seamless transitions of care and continuity of services.
- Conduct thorough assessments of patient needs and preferences, tailoring care plans and recommendations to address their individual goals and concerns.

### Business Development Manager

Pristyn Care | Gurgaon, India | April 2022 - September 2022

- Identify and prioritize target markets and segments for business expansion, based on market research and analysis.
- Develop and execute comprehensive business development plans to drive patient acquisition and revenue growth.
- Build and maintain strong relationships with key stakeholders, including healthcare professionals, hospitals, clinics, and insurance providers.
- Collaborate with internal teams to tailor our medical offerings and services to meet the specific needs of target customers.

### Sales Associate

PolicyBazaar | Gurgaon, India | January 2020 - April 2022

- Guided customers about the importance of health-insurance and convinced them to retake the same product with added benefits.
- Helped customers find specific products, answered questions and offered product advice.
- Answered product questions with up-to-date knowledge of sales and promotions.
- Built and maintained relationships with peers and upper management to drive team success.

## CONTACT

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📍 Lucknow India

## SKILLS

- Active Listening
- Attention to Detail
- Relationship Building
- Reliable and Punctual
- Customer Service
- Upselling and Cross Selling
- Cold Calling
- CRM Software
- Verbal and Written Communication
- MS Office
- Lead Management

## EDUCATION AND TRAINING

### Bachelor of Arts

Humanities  
Kanpur University, Uttar Pradesh  
June 2020

### CCC

Government of India  
March 2019

### Senior Secondary

Science  
VidyaGyan- Sponsored By HCL, Uttar Pradesh  
June 2017

### High School

VidyaGyan- Sponsored By HCL, Uttar Pradesh  
June 2015

## LANGUAGES

Hindi: First Language

English:

B2

Upper Intermediate