

# SHIVAM LATH

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29/Jan/1993

M-26, Indira Nagar, lakhraj  
market, Lucknow  
Lucknow India

## Summary

2+ years experience as an Inside sales executive. Strong customer orientation and ability to engage with different type of customers. Adept at handling customer complaints and provide appropriate solutions.

## Education

**Ambalika institute of management and technology**

2013 - 2017

B-tech

## Experience

### Indiabulls

03/2019 - 03/2021

Inside sales executive

\*Updated accounts and maintained long-term relationship with clients.

\*Trained employees on new technology and sales methods to build highly knowledgeable and successful team.

\*Informed customer of promotion to increase sales productivity and volume.

\*Identified new business opportunities through cold calling, networking, marketing and prospective database leads.

### Akash software

09/2018 - 03/2019

Data analyst intern

\*Identified, analysed and interpreted trends or patterns in complex data sets by finding correlation and visualising with clients.

\*Researched and compiled tailored monthly analytics and report for senior management with software.

### Freelancer

08/2017 - 08/2018

Content writer

\*Wrote content and uploaded it to client name's content management system.

\*Applied current editing and photography tools to tell great stories.

## Projects

### Android based

06/2017 - 08/2017

Compare advisor

### Php program

06/2016 - 7/2016

Photo uploader

### Skills

Business development executive

Inside sales

problem solving

communication skills

Eager to learn

Microsoft office

Ms windows server

It sales

### Languages

English, Hindi

### References

linkedin.com