

# Aakash Nankani

## SUMMARY

Experienced Inside Sales Executive with a demonstrated history of working in the information technology and services industry with 6 years of total work experience. Skilled in Business, Negotiation, Sales, Customer Relationship Management (CRM), and Go-to-market Strategy. Strong sales professional with a Bachelor focused on Business Administration from Middlesex University, Dubai.

## EXPERIENCE

(Oct 2021 to Till Date)

### Inside Sales Executive

**Bounce Back Technologies**

Dubai, UAE

Have been doing Inside sales executive activities relevant to the following areas:

- Maintain a 70% customer renewal rate.
- Keep detailed account records and contact logs.
- Respond to all customer inquiries in a timely manner.
- Negotiate prices, terms of sales, and service agreements.
- Utilize a consultative selling approach on all calls.
- Developed strategies to grow customer base, which resulted in a 25% increase in monthly sales.
- Prioritized daily workflows, including all inbound calls, quotes, and sales-related inquiries.
- Set up new accounts, established customer credit, and set up payment methods.
- Conducted business-to-business telephone sales.
- Managed and recorded all leads from outbound telephone marketing.
- Contacted new and existing customers to discuss how their needs could be met with specific products and services.
- Emphasized product features based on analysis of customers' needs.
- Answered customers' questions regarding products, prices, and availability.
- Completed company leadership training program.
- Always maintained friendly and professional customer interactions.

(Dec 2014 - Oct 2021)

### Inside Sales Executive

**Emtech Computer Co LLC**

Dubai, UAE



**Aakash Nankani**

United Arab Emirates

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## CAREER OBJECTIVE

"To obtain employment with a company that offers a positive atmosphere to learn and implement new skills and technologies for the betterment of the organization."

## ABOUT ME

**Nationality** : Indian  
**Marital Status** : Single  
**Age** : 30  
**Sex** : Male  
**Languages** : English  
Hindi

## KEY STRENGTHS

- Advanced problem-solving skills
- Troubleshooting and debugging
- Ability to multi-task, react quickly to shifting priorities and meet deadlines
- Able to clearly communicate technical data to non-technical colleagues and clients

## SKILLS

- **Microsoft Office – Word, Excel, PowerPoint**
- **Email marketing**
- **Account Management**
- **Time Management**
- **Leadership**
- **Socially Active**
- **Customer Service**
- **Team Player**
- **Communication**
- **Confidentiality**

## CERTIFICATIONS

**Sales Certificates :** VMware - June 2017  
Sophos – July 2022  
Fortinet –Feb 2023  
SonicWall – Aug 2017  
Veeam – March 2022

Have been doing Inside sales executive activities relevant to the following areas:

- Infrastructure Solutions (Backup Solutions, Disaster Recovery Solutions, Virtualization).
- Email Security (Sophos, Solar winds, Proof point & Cisco etc.)
- CCTV Surveillance (Time Attendance, Biometric, Structured Cabling etc.)
- IP Telephony Solutions (Cisco, Panasonic, Avaya etc.)
- Firewall Solutions.
- Firewall Renewals (SonicWALL, Fortinet & Sophos).
- Antivirus Renewals (Bitdefender, Kaspersky, ESET, Trend micro & Sophos).
- Professional service (AMC, On-Site Engineer, 24/7 Support, Project Management, Virtual Assistant, Helpdesk Service & Consultancy Services).
- Cloud (DR On Cloud, Backup on Cloud, Cloud Security, AWS, Cisco Meraki, Office 365 & Azure).
- Supporting Sales Manager and marketing team in all aspects of their work.
- Handling sales phone calls and emails.
- Maintaining the marketing database of clients and contacts.
- Assessing the results of a marketing campaign.
- Building an understanding of a customer and client's requirements.
- Communicating with clients in a professional manner.
- Using LinkedIn for marketing purposes.
- Responding proactively to new opportunities and challenges.
- Excellent written communication skills, particularly for a sales audience.
- Ability to plan, organize and work to deadlines.
- A strong team player who can also work alone with minimum supervision.
- Collaborate with Business Develop and Practice Lead, to develop sales pipeline reports and dashboards.
- Develop phone scripts and email campaigns that target new clients/accounts.
- Create brand structure to ensure success for lead generation specialist through research and marketing efforts.

## EDUCATION

**Bachelor of Business Administration - Nov 2014**

Middlesex University

Dubai, UAE

## DECLARATION

I hereby declare that the information furnished above is true and accurate to the best of my knowledge. I am ready to submit all the relevant certificates to certify above information is true. If you are given an opportunity, I assure you that I will sincerely meet your expectations.

**Aakash Nankani**