



ANIL VERMA

BUSINESS DEVELOPMENT

CONTACT

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Gurugram, Haryana

EDUCATION

2018-2020
PRESTIGE INSTITUTE OF
MANAGEMENT, GWALIOR, INDIA

- Master of Business Management

2015-18
MAHARAJA INSTITUTE OF
MANAGEMENT AND TECHNOLOGY,
GWALIOR, INDIA

- BBA - BACHELOR IN BUSINESS ADMINISTRATION

SKILLS

- Project Management
- Public Relations
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Retail Management

LANGUAGES

- English (Fluent)
- Hindi (Fluent)

PROFILE

Dynamic Sales Manager with 4 years of comprehensive experience in the hospitality industry with OYO Homes and Hotels, complemented by a robust background in the consumer durable finance sector. Proven expertise in driving sales growth, optimizing revenue strategies, and leveraging analytical and technical skills to enhance organizational performance. Adept at utilizing data-driven insights to develop and implement effective sales strategies. Passionate about sales management and committed to contributing to an organization that values analytical precision and strategic decision-making.

WORK EXPERIENCE

- **OYO Homes and Hotels pvt Ltd** JUNE 23 - PRESENT,
Demand Manager
 - Drive offline sales by executing targeted cold calls and conducting meetings with potential clients, corporates, and organizations to promote the OYO portfolio.
 - Identify, onboard, and develop channel partners to expand market reach.
 - Manage the end-to-end sales process, including client qualification, deal closure, and account retention/acquisition within a designated region or market.
 - Oversee the collection of accounts receivables and outstanding amounts from clients.
- **Bajaj Finserv** Aug 2021 - June 2023,
Sr. Assistant Manager Mumbai, India
 - Monthly Target Distribution to Dealer and Representative and Drive them to achieve Target.
 - Motivating and Driving the Sales of Each Candidate to Achieve the Collective Target of Team.
 - Facilitating and Managing Personal Relations with Dealers.
 - Managing Branding, Promotion and Audit in the Market with the Support of a Respective Team.
 - Competitor Analysis and Executing Plans for dominating them. • New Dealer Enrolment to Expand business and Increase Sales.
- **Vedantu Education** Sept 2019-July 2021,
Business Development Associate Jaipur, India
 - Day to Day cold calling to Leads from CRM.
 - Fix Home Session to Sell Quarterly and Yearly Packages for Students.

ACHIEVEMENTS

- **Foreign Contest** - Achieved Foreign SM Contest for Dubai.
- **Best Sales Manager** • Achieved Best Sales Manager Award for Best Performance in November 2020 in Mumbai Region.