

## **CURRICULUM VITAE**

**Akshay Kumar Sahoo**

**Address: - Wz-258**

**Naraina village**

**New delhi - 110028**

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### **CAREER OBJECTIVE**

Experienced business development, sales strategist and marketing professional with hands on experience In market research, establishing distribution network and developing growth strategies. Adept at networking with decision makers, conducting business introduction and growing customer base. Excellent communication and presentation skills with proficiency in MS office. Recognized for consistent performance and achieving targets.

### **WORK EXPERIENCE**

- **Working in EKTA EXPRESS pvt ltd as Territory sales manager from Oct 2024 to till date.**

### **Roles and Responsibilities**

- Primary focus on revenue growth from the handled portfolio.
- Effective management of team including backend, sales & corporate support.
- Retaining and growing the existing base of business as per the target set by the organization.
- Achieves new business & customer retention goals by leading & controlling a structured negotiation process to secure the best terms for safexpress & the customer .
- Identifying new business opportunities, up selling/ cross selling.
- Initiates & leads the design and development of tailored solution the support unique customer requirements.
- Driving and performance and service levels.
- Builds & maintains an appropriate network of key contacts within each customers business who can facilitate decision making & actions needed to achieve the required results.
- Full engagement in monthly and weekly reviews.
- Handling customer escalations preparing RCA and providing the solution.
- Working towards minimizing the debits.
- On time payment collection.
- Act as key point of contact for all the customers in the cluster.
- Responsible for the teams performance in terms of service and revenue growth.
- Uses diverse methods/tools to keep abreast of changes & emerging trends with in the customer, competitor & macro business environments and identifies potential opportunities or risk for safexpress.As appropriate , translates these into specific

- information/actions for the customer or recommendations for management review.
- Provides timely and accurate standard reports to managements including summarizing sales activities, competitor information, business opportunities or threats etc.
  - **Working in Safexpress pvt ltd as BUSINESS DEVELOPMENT MANAGER from Apr 2022 to Oct 2024.**
  - **Working as Motherhub incharge in (Flipkart) Instakart Services Private Limited from Sep 2018 to Mar2022.**
  - **Working as operation Incharge in PAREKH INTEGRATED SERVICE PVT LTD from Sep 2016 to feb 2018.**

#### **ACADEMIC DETAILS**

- Bachelor of Arts from sunrise University, Alwar.
- 12<sup>th</sup> passed from NIOS , Delhi.
- 10<sup>th</sup> passed from CBSE , Delhi.

#### **SKILLS**

- Conflict management & resolution Strategic planning.
- Business process improvement, Purchasing and negotiation.
- Business Development & Vendor management

#### **PERSONAL INFORMATION**

Father's Name : Late Mr. Prasanna Kumar  
Date of Birth : 02-Apr-1992  
Gender : Male  
Marital Status : Unmarried  
Nationality : Indian  
Language Known : Hindi and English  
Hobbies & interests : To learn new things, travelling, making people laugh.

#### **Declaration**

I hereby declare that all the details given above are true to the best of my knowledge and belief.

Date :

Place :

