

NISHANT DUTT



CONTACT

Flat no-401, Mahadev
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31 March 1988

OBJECTIVE

Detail-oriented and proactive professional seeking to leverage strong organizational skills and ability to streamline processes in a dynamic environment. Committed to enhancing operational efficiency and providing exceptional support to ensure seamless business functions.

SKILLS

- Basic and advanced Excel
- Power BI
- Tableau
- Python [with all required libraries]
- SQL
- Machine Learning
- Statistics

EXPERIENCE

Potential land and housing pvt ltd. (NOIDA) SALES EXECUTIVE (INTERNSHIP)

May-2013 - Aug-2013

Assisted in identifying potential clients and managing leads through various stages of the sales funnel. Supported the sales team in preparing presentations and proposals, conducted market research, and provided insights on customer preferences. Contributed to achieving sales targets through effective communication and relationship-building.

Aryan buildcon pvt ltd. (PATNA) SALES EXECUTIVE

February-2015 - September-2020

Conducted market research to identify new.

Sales opportunities and stay ahead of industry trends.

Developed and maintained strong relationships with key clients, resulting in repeat business and referrals.

Conducted product demonstrations and presentations to potential clients.
Managed sales pipeline and forecasted revenue projections.

Provided exceptional customer service and support to ensure customer satisfaction.

Developed and delivered sales training programs to improve team performance.

Aryan buildcon pvt ltd. (PATNA) Team Head

October-2020 - February-2024

Setting sales targets and goals for the team.

Handle client meeting with team.
Communicate to Head of department for team's report & progress.

Monitoring individual and team performance against targets.

Coaching and motivating team members to achieve sales goals.

Identifying and addressing performance gaps.

Recruiting and hiring new real estate agents.

Onboarding and training new team members.

Delegating tasks and responsibilities effectively.

Conducting regular team meetings and performance reviews.

EDUCATION

Amity university

2014

MBA

Team Institute, varanasi

2025

DATA SCIENCE

SUMMARY

Results-driven professional with an MBA and extensive experience in sales

Roles, including Sales Executive, Team Head, and Internship

Proven ability to leverage analytic and critical thinking skills to develop effective sales

Strategies and enhance team performance. Strong leadership and motivation

Skills foster a productive team environment, while active listening and organization skills ensure client needs are met efficiently.

Experienced in training and coaching team members, equipped to drive sales success through strategic planning and execution.

Signature:



Nishant Dutt