

Harsh Rajput

Team Leader

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📍 Indore, Madhya Pradesh

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PROFILE

With over 6 years of experience in sales spanning both B2B and B2C sectors, I specialize in developing impactful sales strategies and guiding teams to achieve revenue targets. From executive positions to overseeing a state-wide team, my expertise in public relations and persuasive communication consistently delivers successful results.



PROFESSIONAL EXPERIENCE

Nov 2022 – present

JODO

Team Lead | Madhya Pradesh

- Cultivated relationships with key education sector clients, managing 40+ accounts including Allen, Aakash, Unacademy, PW, DPS, Orchids.
- Achieved a Total Portfolio Value (TPV) of 80 crore, generating 1 crore in revenue from designated accounts.
- Oversaw a team of 10 executives, ensuring target achievement through consistent monitoring and 'Monday shots' review program implementation.
- Recognized as a star performer, earning consecutive quarterly awards for successfully driving significant revenue growth and surpassing targets.

Apr 2022 – Nov 2022

Snapbizz Cloudtech Pvt.Ltd.

Territory Sales Manager | Madhya Pradesh

- Successfully acquired over 150 clients, generating 18 lakhs in revenue from Billing Software.
- Supervised a team of 10 professionals across four cities, ensuring streamlined sales operations.
- Expanded sales beyond grocery stores into diverse verticals such as HORECA, merchandise stores, jewelry outlets, apparel and fashion retailers diversifying the client base.
- Demonstrated proficiency in client acquisition, revenue generation, and team leadership, driving market expansion into various business verticals.

Jan 2020 – Apr 2022
Indore

Phone Pe

Team leader | Indore

- Managed a team of 18 sales executives
- Onboarded 25000+ shops within 2 years and surpassed market leader in UPI segment by project "R&U - DRS 56"

Feb 2019 – Jan 2020

Paytm

Key Accounts Executive | Indore

- Secured sales of 200+ units of our suite of POS machines and QR solutions to medical merchant accounts
- In this role, I successfully facilitated the adoption of Paytm's POS machines and QR solutions among a diverse portfolio of medical merchant accounts, contributing to the company's growth and market penetration.

Feb 2018 – Feb 2019

Teleperformance

Customer Care Executive | Indore

- Handled customer grievances for both domestic and international clients (Uber & Dexcom) across voice and non-voice processes, ensuring efficient resolution and maintaining customer satisfaction.



EDUCATION

2019 – 2021

M.Sc | Mathematics

Maharishi Mahesh Yogi Vedic Vishwavidyalaya

Master of Science in Mathematics (Distance Learning Program)

2015 – 2018

B.Sc

Mahatma Gandhi Chitrakoot Gramodaya Vishwavidyalaya

Bachelor of Science (Distance Learning Program)



SKILLS

- Proficient in both independent work and collaborative teamwork.
- Quick learner and detail oriented
- Sales (B2B & B2C)
- Adaptability: Proficient in swiftly adjusting to diverse environments, roles, and challenges, ensuring seamless transitions and optimal performance.



INTERESTS

- Travelling
- Photography



REFERENCES

Divy Pandey, Business Head, Jodo
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