

Kapil Loonaich

Gurgaon, India | [LinkedIn](#) | +91 8295138570 | itskapil07@gmail.com

WORK EXPERIENCE

Kuber Paper and Pack

Gurgaon, India

Executive

4 April 2022 – Working

- Worked with senior management to close deals in B2B business.
- Identified new business opportunities on the LinkedIn Sales Navigator.
- Worked on cold calling and physical visits to close the deals.

Fitso

Gurgaon, India

Sports Consultant

November 2019 – March 2020

- Calling Digital leads to pitch Sports Packages for Converting them to Customers.
- Achieved Monthly Sales Target of around 70 % of 10 Lakhs by connecting 80-90 Calls daily.
- Part of a team which Created the CRM structure on Lead Squared tool which involved Funneling and IVR Automation.

Ichelon Consulting Group

Gurgaon, India

Business Development Executive

October 2018 - October 2019

- Worked on Identifying new areas of business and created Database using tactics like searching companies on hashtags on social media channels and from Google listings.
- Reported directly Founders of the Company and closed the Sales with their help.
- Worked on Product Listings and Managing Sales campaigns on Amazon and Flipkart.

EDUCATION

Maharishi Dayanand University

Rohtak, Haryana

B. Tech in Mechanical Engineering (Percentage: 68%)

Graduation Date: May 2017

- Organizations/Awards: National Cadet Corps C Certificate passed with A Grade

SKILLS & INTERESTS

Skills: Microsoft Office (Excel, PowerPoint) | Sales | HubSpot | Email Marketing | CRM

Interests: Sales, Entrepreneurship, Analytics, Marketing, Football