

Dipanshu Juneja

INSURANCE AGENT – CRM Platforms, Negotiation & Deal Closing, Account Management

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SKILLS

- **CRM & Lead Platforms:** Cold-calling systems, CRM platforms, prospecting software, & client tracking tools.
- **Sales Forecasting Tools:** Demand planning, pipeline analysis, and schedule forecasting using Excel & Sheets.
- **Data Reporting & Analysis:** Sales data compilation, report generation, trend monitoring, KPI dashboards.
- **Campaign & Pricing Tools:** Digital marketing platforms, campaign optimizers, and pricing strategy software.
- **Contract & Travel Tools:** High-value deal systems, negotiation platforms, and travel sales budget planning.

WORK EXPERIENCE

Tech Sales Specialist

Rogers Communications Inc

August 2022 – Present

Canada

- Standardized pricing and executed segmented promotional campaigns, generating a 20% increase in client conversions and enhancing product market penetration throughout different sales territories using CRM platforms.
- Conducted structured cold-calling campaigns using lead tracking tools to identify high-value prospects and expand the B2B pipeline, increasing client acquisition rate by 18% 6+ months & shortening lead-to-close cycles.
- Implemented sales forecasting tools and reporting dashboards to monitor sales trends and set KPIs, leading to 20% surplus target achievements and enabling more efficient resource distribution across internal sales operations.
- Orchestrated real-time sales pipeline tracking using prospecting software, prioritizing opportunities and accelerating conversion stages, achieving consistent top-performer status for 12 consecutive months based on metrics.
- Executed pricing and discount simulations using data from campaign tools and client segments, resulting in improved deal closure rates and increased recurring customer orders by 22% across verticals in target region.

Corporate Sales Manager

Nexbrands Inc

March 2021 – December 2022

India

- Directed B2B sales operations by segmenting prospects, designing outreach strategies, and converting enterprise clients, delivering over a 28% increase in account acquisitions across logistics, hospitality, and retail segments.
- Negotiated and delivered high-value contracts using CRM systems, requirement analysis tools, and risk evaluation matrices, increasing repeat business engagements by 33% and expanding market coverage into three new regions.
- Designed tailored solutions using business diagnostics, data modeling techniques, and client data analysis, increasing operational output for clients by 25% while improving project alignment via need-specific service configs.
- Generated weekly reports using Excel, CRM data, and data visualization dashboards, analyzing volume trends, conversion rates, and opportunity stages to improve forecasting accuracy and target setting for field sales teams.
- Evaluated sales team performance record against set KPIs, implementing procedural changes that increased territory penetration and enhanced average deal size by 19% across monthly reporting cycles in target markets.

Travel Sales Account Manager

Travel Triangle

January 2020 – February 2021

India

- Designed strategic travel sales plans based on market data and seasonal analytics, increasing inbound queries by 30% and enabling target-driven segmentation of offerings for higher client engagement across domestic tours.
- Customized loyalty-based travel packages by aligning offerings with client profiles and budget constraints, raising retention metrics by 24% and lowering inquiry-to-conversion turnaround through tailored itinerary bundling.
- Facilitated inside sales team with travel data insights, segmentation analysis, resource allocation planning, & campaign-specific collateral, resulting in 21% increase in qualified lead response within 2 quarters of deployment.
- Generated weekly performance dashboards to track schedule accuracy, forecasting reliability, agent productivity, and variance analysis, optimizing follow-up cadences & improving itinerary accuracy by 26% via feedback loops.
- Streamlined operations using CRM travel pipelines, workflow automation, and performance data audits, cut 18% scheduling errors & increasing productivity targets across travel seasons based on data-led priority distribution.

EDUCATION

Graduate Certificate in Strategic Marketing Communication

Conestoga College, Waterloo, Canada

January 2023 – August 2024

Advanced Diploma in Hotel Management

International Institute of Hotel Management (IIHM), India

July 2015 – July 2018