

SAMEER PRASAD SHAH

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PROFESSIONAL SUMMARY

Motivated and results-driven Business Administration undergraduates with hands-on experience in customer success and client relations. Proven ability to build rapport, communicate effectively, and deliver solutions tailored to client needs. Eager to leverage strong interpersonal, negotiation, and presentation skills in a B2B sales environment to support business growth and revenue targets.

KEY SKILLS

- B2B Sales & Business Development
- Client Relationship Management
- Lead Generation & Prospecting
- Sales Pitch & Presentation
- Negotiation & Closing Deals
- Communication & Interpersonal Skills
- CRM Tools & Sales Reporting
- Problem Solving & Critical Thinking
- Multi-lingual (Nepali, English, Hindi, Maithili, Bhojपुरi)
- Leadership & Team Collaboration

WORK EXPERIENCE

Customer Success Representative (Intern) | Kathmandu Model College, Lalitpur

2022 – Present

- Managed client inquiries and provided timely, tailored solutions to improve satisfaction and retention.
- Built and maintained strong relationships with corporate clients and partners.
- Assisted in identifying new business opportunities and communicating product/service value to clients.
- Prepared and delivered presentations to internal teams and stakeholders.
- Maintained records of client interactions and tracked follow-up activities.
- Collaborated with team members to meet monthly and annual client service targets.

EDUCATION

Bachelor of Business Administration (BBA)

Islington College, Kamalpokhari | September 2023 – Present

- Relevant coursework: Marketing, Business Communication, Management, Entrepreneurship.
- Developed strong time management and teamwork skills through project-based learning.

+2 in Management

Kathmandu Model College, Lalitpur | August 2021 – June 2023

- Achieved winning position in Cricket Competition, demonstrating leadership and teamwork.
- Developed presentation and communication skills through class projects and activities.

CERTIFICATIONS & TRAINING

- LinkedIn Learning: Leadership, Communication, and Professional Development Courses
- Teamwork & Collaboration Certification
- Volunteer Coordinator in Sahaja Yoga Nepal Organization (multiple events)

ADDITIONAL INFORMATION

- Valid two-wheeler driving license with own vehicle (motorbike) as required for the role.
- Target-oriented, self-motivated, and capable of working independently to manage client relationships.
- Eager to grow within a dynamic sales environment and contribute to Ascendify's business goals.

References: Available upon request