

# Mishal Jain

## Digital-Inside Sales Associate

I possess a degree in Business Management and offer a robust professional background. My expertise as a Procurement Specialist at Dupont for 2 years allowed me to excel in managing procurement processes. Subsequently, I assumed the role of Digital-Inside Sales Associate at Accenture, where I made significant contributions to a prominent project involving Google.

### Work History

2021-08 - 2022-04	<div><b>Inside Sales Associate</b></div> <div>Accenture, Hyderabad</div> <ul style="list-style-type: none"><li>• Provided excellent customer service by fostering positive and professional interactions, effectively communicating product information to customers.</li><li>• Averaged 108 sales calls, above and beyond the 80 required daily calls.</li><li>• Assisted with creating scripts and responses for consumer interaction.</li><li>• Used CRM software to maintain detailed contact logs and account records</li></ul>
2017-03 - 2018-12	<div><b>Procurement Specialist</b></div> <div>Hyderabad</div> <ul style="list-style-type: none"><li>• Managed vendors data and ensured accurate and up-to-date information in system.</li><li>• Handled vendor codes, including creation, editing, and deletion as needed.</li><li>• Negotiated with vendors on freight costs, cutting shipping prices by 8%</li><li>• Efficiently processed Web-Cycles to resolve payment delays and update payment terms or remit-to addresses.</li><li>• Analyzed market trends and identified optimal sources of supply to maximize cost savings</li></ul>

### Education

### Contact

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### Skills

Efficient Negotiation	<div><div></div><div></div><div></div><div></div><div></div></div> <div>Advanced</div>
Marketing	<div><div></div><div></div><div></div><div></div><div></div></div> <div>Upper intermediate</div>
Cross-functional communication	<div><div></div><div></div><div></div><div></div><div></div></div> <div>Advanced</div>
Multitasking Abilities	<div><div></div><div></div><div></div><div></div><div></div></div> <div>Upper intermediate</div>

2021-07 - 2023-07	<b>Master of Business Administration - MBA: Marketing</b> <i>Kakinada Institute of Engineering And Technology - Korangi</i>
2013-01 - 2016-04	<b>Bachelor of Business Administration (BBA): Marketing</b> <i>Aditya Degree College - Kakinada</i>

## Hobbies

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Beyond work, I passionately pursue the performing arts, participating in acting and dancing, honing my creativity, teamwork, and stage presence. Additionally, I derive great fulfillment from working on diverse TV show sets, where I serve as the director's key liaison, managing actors and the technical team to ensure seamless production execution