



Mishal Jain

Digital-Inside Sales Associate



Contact

Address

Ramachandrapuram, India
533255

Phone

7801059195

E-mail

mishaljain.ss@gmail.com



Professional Summary

I possess a Business Management degree and boast a strong professional history. With 2 years as a Procurement Specialist at Dupont, I excelled in procurement management. As a Digital-Inside Sales Associate at Accenture, I made significant contributions to a key Google project. I also have experience as a Sales Manager in the automobile industry, with a track record of enhancing productivity, customer satisfaction, and driving revenue.



Work History

2022-04 -
2023-09

Sales Manager

Sailesh Automobiles, Ramachandrapuram

- Oversaw end-to-end business processes to maintain proficiency and profitability.
- Offered hands-on assistance to customers, assessing needs, and maintaining current knowledge of consumer preferences.

2021-08 -
2022-04

Inside Sales Associate

Accenture, Hyderabad

- Provided excellent customer service by fostering positive and professional interactions, effectively communicating product information to customers.
- Averaged 108 sales calls, above and beyond the 80 required daily calls.

2019-01 -

Retail Sales Assistant



Skills

Efficient Negotiation



Marketing



Cross-functional
communication



Multitasking Abilities



2021-08

Sailesh Automobiles, Ramachandrapuram

- Utilized upselling techniques to promote additional products and increase sales.
- Successfully initiated and executed strategic initiatives to expand the customer base, resulting in a 12% increase in new customer acquisition.
- Additionally, streamlined and improved the vendor onboarding process, enhancing efficiency and establishing valuable partnerships with 8 new vendors."

2017-03 -
2018-12

● **Procurement Specialist**

Dupont Pvt. Ltd., Hyderabad

- Managed vendors data and ensured accurate and up-to-date information in system.
- Handled vendor codes, including creation, editing, and deletion as needed.
- Negotiated with vendors on freight costs, cutting shipping prices by 8%
- Efficiently processed Web-Cycles to resolve payment delays and update payment terms or remit-to addresses.



Education

2021-07 -
2023-07

● **Master of Business Administration - MBA: Marketing**

Kakinada Institute of Engineering And Technology
- Korangi

2013-01 -
2016-04

● **Bachelor of Business Administration (BBA): Marketing**

Aditya Degree College - Kakinada



Acting

- In addition to my professional endeavors, I am passionate about acting and have dedicated

time to pursue this interest. I have had the opportunity to showcase my acting skills in several short films, where I honed my ability to convey emotions and tell compelling stories through performance.