Priyanka Sood

Results-oriented philosophy student with a strong background in computer and business development.
Experienced in networking, project management, and financial concepts. Proven track record of collaborating
with development teams. Strong in critical thinking, analysis, and communication. Seeking a role valuing
reasoning and problem-solving

priyankasood495@gmail.com | 9818269058

EDUCATION

Mahamaya Balika Inter College   Noida
Degree in 10th
CGPA: 8.4

Mahamaya Balika Inter College   Noida
Degree in 12th
Percentage: 76%

Kamla Nehru College   Delhi
Degree in MA(Hons) Philosophy
CGPA: 7.4

Kamla Nehru College   Delhi
Degree in BA(Hons) Philosophy
CGPA: 7.4

EXPERIENCE

GLOBAL EXHIBITION SERVICES | Business Development Executive Noida | Oct 2023 - Feb 2024

- Collaborated with clients to understand their **requirements** and provide **tailored solutions** to meet their exhibition **goals**.
- Provided **on-site support** during exhibitions to ensure **smooth operations** and resolve any **issues** that arose.
- Conducted **post-exhibition evaluations** to assess the **success** of the event and identify areas for **improvement**.
- Stayed updated with **industry trends** and **best practices** to provide **innovative** and **effective** exhibition services.
- Developed and implemented **marketing strategies** to promote exhibitions and attract **attendees**, resulting in increased **footfall** and **engagement**.
- Represented the company at **industry events**, **conferences**, and **trade shows** to showcase services, **network** with potential clients, and generate **business leads**.
- Negotiated **contracts and agreements** with clients, vendors, and partners to secure **profitable business deals** and **partnerships**.

HOLDMYHAND MATRIMONY | Senior Relationship Manager   Noida | Feb 2024 - June 2024

- Prepare and **delivered presentations** to clients, highlighting the **value** of our services.
- Developed and implemented **strategies** to achieve **sales targets** and drive **revenue growth**.
- Managed a **portfolio** of high-profile clients, providing **personalized matchmaking services** and ensuring **customer privacy**.
- Maintained accurate records of **client interactions** and **transactions** using **NeoDove CRM software**.
- Utilized **NeoDove CRM Software** to manage **client interactions**, **track leads**, **telecalling**and analyze **sales performance**.
- Leveraged **CRM analytics** to create targeted **marketing campaigns** and improve **customer engagement**.
- Successfully achieved significant **sales** by effectively selling **subscription** packages, resulting in **increased revenue** and **customer retention**.

SKILLS

Tools / Platforms:	Advance Excel, Graphic Design, Blogging, Internet and Email Proficiency, Troubleshooting, Microsoft Office, Canva, Website Design/ Develop, R&D, CRM Software, Microsoft Office Suite, Project Management

CERTIFICATIONS

- Advanced Computer certificate course - NIIT.
- Senior Diploma in Indian Classical Dance Kathak - Prayag Sangeet Samiti.

HONORS & AWARDS

- Got Excellent rating in computer course
- Won Classical Dance competition in an event