

Kalyani Sonune

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Contact No.: 9766460157
Date of Birth: 27th June 1995
Place: Mumbai

Professional Experience

Apna

Business development Manager

(Mar 2021 to Sept 2021)

Apna helps millions of entry level (blue, grey and white collar) workers in India learn new skills and find jobs. Over 2 crore users and over 2 lakh employers trust the Apna platform.

Business Development and Account Management:

- Worked with leadership team to identify correct customers to go after
- Acquired 150+ key and enterprise accounts within 7 months. Acquired key accounts like Aditya Birla Fashion Retail, ICICI Lombard, Lakme, Patanjali, Shoppers Stop, TATA Trent, Motilal Oswal, Reliance Retail (Ajio), Amazon AWS, etc.
- Ensured relationships with multiple stake holders/ touch points in every prospective and ongoing accounts
- Ensured building network with key CXOs in the respective industries
- Identified innovative ways to build deeper relationships with partners

Customer Engagement:

- Interacted with CHROs, recruitment heads, etc. on a regular basis
- Ensured that I understood the recruitment pain points of HRs, especially in sourcing right candidates and helped them correct solutions
- Sent out regular industry updates/ trends to prospects

NoBrokerHood.com

Key/ Major Account Manager

(June 2020 to Feb 2021)

NoBrokerHOOD is aimed at making life in a building/society easy and secure. A tech-enabled visitor and community management system, that aims to make life convenient, hassle-free, and secure for the residents of a gated community.

Business Development and Customer engagement:

- Sold online gate management solutions, account management solutions by assessing societies and builder requirements
- Handled major accounts/ clients, quote preparation, product demonstration
- Engaged in activities which helped in consumer awareness, branding and acquisition initiatives
- Generated new business leads through various channels. Identified potential customers, defined marketing strategies
- Built relationships with customers and community to establish long-term business growth

Naukri.com (Info Edge India Ltd.)

Senior Business Development/ Customer Engagement Executive

(Dec 2019 to April 2020)

- Managed range of accounts in a particular territory; like Godrej, Aditya Birla, Porter, Box8, Jacob engineering, etc.
- Provided proactive engagement with client at a strategic level; owned and maintained forward-looking engagement plans by leveraging Naukri's product capabilities and deliverables
- Ensured relationships with multiple stake holders/ touch points (CHROs and senior leaders within recruitment) in every prospective and ongoing accounts
- Up-selling and cross-selling to the existing clients through various products and services
- Educating client on new trends and technology to grow business
- Provided strategic advice to recruitment heads and managers basis their core competencies – business line, location advantage and competition benchmarks

FabHotels (Casa2Stays Pvt Ltd)

(Dec 2018 – Dec 2019)

Senior Sales Executive –Corporate Sales

FabHotels is a new age budget hotels brand, operating 600+ hotels in 50+ Indian cities. It is a hotel booking platform that operates through franchising arrangements with budget hotels across India.

Account Management-

- End to end customer lifecycle management
- Being one point of contact for the key/ major accounts and giving them great customer experience thereby making sure the customers are with FabHotels in a long-lasting partnership
- Collaborated with multiple departments internally to support business objectives and client acquisition
- Participated in industry organization and trade shows to gather competitive and industry intelligence
- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities

Dynacons Pvt. Limited

Network Support Engineer

(May 2016 to Feb 2017)

- Responsible for IT and Network maintenance at central branch of RBI
- Monitored servers and escalated emergency technical issues beyond scope to maintain optimum up-time
- Managed, tracked, and coordinated problem resolution and escalation processes

Educational Qualification

Course	Institute	Board	Year
MMS Marketing	PTVA Institute of Management	Mumbai	2019
B.Tech	SNDT University	Mumbai	2016
HSC	JSM College	Mumbai	2012
SSC	J.R.H. Kanyashala High School	Maharashtra	2010

I hereby declare that the statements made above are true, complete, and correct to the best of my knowledge and belief.

(Kalyani Sonune)