

# VIJAYA SHREE J

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## CAREER OBJECTIVE

Ambitious BCA undergraduate with **sales experience, customer engagement, and data-driven analysis skills**. Achieved **top sales performance** as a Sales Representative at Dabur New U and worked as a Promoter for P&G (ZzzQuil), demonstrating **consultative selling, customer relationship management, and communication skills**. Proven leadership through college events and public speaking. Seeking to join **Bluevine's Rotational Sales Executive Program** to apply **interpersonal skills, problem-solving, and sales expertise** in building strong **customer relationships, driving product adoption, and supporting fintech growth**.

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## EDUCATION

**Bachelor of Computer Applications (BCA)** — Mount Carmel College, Bangalore

*Expected Graduation: June 2026 | Aggregate: 67%*.

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## TECHNICAL SKILLS

- **Sales & Engagement:** Customer handling, consultative selling, lead conversion, incentive-driven sales.
  - **Customer Relationship Management:** Client interaction, feedback handling, retention strategies.
  - **Business Tools:** CRM exposure, MS Office, Excel.
  - **Analytical Knowledge:** SQL, Power BI, Tableau (data insights for customer needs).
  - **Soft Skills:** Communication, adaptability, teamwork, problem-solving.
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## WORK EXPERIENCE

### ➤ **Sales Representative — Dabur New U, Kalyan Nagar**

*April 2023 – June 2023 (3 months)*

- Achieved **highest sales performance** and earned **top incentives**.
- Delivered **excellent customer service** with strong feedback.

- Drove sales growth through **upselling and cross-selling**.
- Received **Fresher Achiever Award** for performance.

➤ **Promoter — Ingenious Management Services (P&G ZzzQuil Product)(Offer Letter)**

*January 2024 – February 2024 | Wellness Store, Bangalore.*

- Promoted **ZzzQuil product** through demos and customer engagement.
  - Built **trust-based relationships** and improved **conversion rates**.
  - Supported **product placement and daily promotions** to boost sales.
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## CERTIFICATIONS

• **Customer Relationship Management — Coursera (2025) ([Link](#))**

Gained knowledge in customer engagement, relationship building, and service strategies.

• **Power BI — Office Master (2025) ([Link](#))**

Learned data visualization, dashboard creation, and business reporting for insights.

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## ACHIEVEMENTS & EXTRACURRICULAR ACTIVITIES

- **Leadership:** Led *Stauros Fest 2025* promotions via digital and offline campaigns, coordinating a team.
  - **Communication & Public Speaking:** Active in Public Speaking Association; won intercollegiate awards in debate, presentations, and performing arts.
  - **Volunteering & Personal Growth:** Completed *Hope Works Foundation* training in soft skills, teamwork, and personal development.
  - **Content & Media Creation:** Designed posters, edited videos, and managed social media campaigns using Canva, Photoshop, and CapCut.
  - **Team Collaboration:** Worked with diverse teams in college fests and community projects.
  - **Recognition:** Received awards in intercollegiate competitions for dance and acting.
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