

MEGHA GANGULI

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WORK EXPERIENCE

Krisala Developers

Pune, India

Senior Manager - Sales

June 2021 – Oct 2021

- Process adherence & coordination with the CRM team for timely file movement along with sales administration through High Rise portal.
- Analyze the current walk-in trends and suggest suitable course of action.
- Responsible for closure of all site walk-ins' direct sales and online lead generation.
- Responsible for building strong relationship with clients for future referrals.

HDFC BANK

Pune, India

Manager, RBB – Preferred Relationship Manager

July 2019 - Dec 2019

Responsible for managing 200+ accounts across different industry while ensuring quality service.

- High Net Worth Portfolio Management which includes Acquiring, Enhancing, Deepening and Retention of portfolio customers.
- Ensure efficient and quick customer service delivery within stipulated Turn Around Time.
- Product penetration and contribution towards focused products to increase wallet share.
- Increased customer base by 20% during the year 2019 and achieved Month-till-date, Year-till- date targets by 150%

Radius & Deserve Builders LLP

Mumbai, India

Deputy Manager – Sales

Jan 2018 - Sep 2018

Responsible for developing and driving the Channel Sales team to achieve the targeted sales.

- Ensured smooth registration, on boarding, training, certification, and brokerage distribution for channel partners.
- Worked closely with internal and external stakeholders to ensure necessary facilities for successful sales.
- Increased business by 38% through efficient evaluation of Channel sales performance.
- Expanded organization's database of Channel partners by increasing width and depth of the distribution Channel.

Lodha Group of Companies

Mumbai, India

Senior Executive – Sales

Mar 2016 - Dec 2017

Used strong communication, presentation, and negotiation skills to manage site visit, allocation of walk-ins at site office till the deal closure and delivering post sales services.

- Developed strategic planning for new products to be offered to customers and prepared sales strategy for each possible prospect.
- Responsible for building good customer relationship and generating reference clients to boost sales.
- Achieve Annual sales target of 100crores through effective creation of action plan.
- Followed a lead management process for all leads provided by internal as well as marketing team and supervised the Customer Life Cycle as it helps maximizes the potential revenue.

Manage all phases of the sales cycle—from prospecting to close and follow-up support. Represent a fullline of insurance and financial products, serving as a trusted advisor to businesses and individuals.

- Planning and target setting for the agent sales team.
- Training, motivating and development of the team member.
- Formulating sales strategies for different products and achieving targets.
- Recruitment and management of agency channel team members.

EDUCATION

University of Surrey

MSc. Digital Marketing and Channel Management

Guildford, UK

Pursuing

Balaji Institute of Telecom and Management

Postgraduate Diploma in Management (Telecommunication & Marketing)

Aggregate: 60%

Pune, India

May 2015

ADDITIONAL INFORMATION

Certifications: Quantitative Methods Online Course | Harvard Business Publishing Corporate Learning (08/2020 – PRESENT)

Skills: Active Listening and Effective Communication, Negotiating and Influencing, Decision making and Management skills, Selling tactics, Customer service, Strong Analytical and Creative thinking

Languages: English, Hindi, Bengali.