

Pooja Pal
Mobile: +91-8320245206

Assignments in Sales & Marketing – Business Development - Channel Management – Customer Relationship Manager with an organization of Repute.

Professional Overview

- A Result Oriented professional with over 4 years' experience in Sales, Marketing, Finance, Business Development and Relationship Management.
- Exposure in executing Trade Marketing activities to maximize Sales and Profitability.
- Hand to experience of handling sales models & vast knowledge of market place, the capabilities & complexities product.
- Exceptionally well organized with a track record that demonstrated self-motivation, creativity, initiative both person & corporate goals.
- Strong organizer & motivator with successful track record in executing sales original concept through implementation in diverse market dynamic.

Proficiency Forte

Sales & Marketing

- Analyzing latest marketing trends and tracking competitors activities and providing valuable inputs for the fine tuning of Sales & Marketing strategies.
- Managing sales and marketing operation, accomplishment of set business target.

Business Development

- Identify prospective business, establishing strategic partnership and alliances, generating business from the existing customers and achieving profitability and increased sales growth.
- Exploring potential business avenue to new customer and expend existing clientele, responsible for mobilization of funds.

Channel Management

- Identifying dealers, making strategic alliance/tip-ups with financially strong and reliable channel partners, resulting in deeper market penetration and reach.
- Executing function plan, short term & long term budgets & developing plan for the achievements of organization goal.

Relationship Management

- Identifying prospective clients, generating and acquiring business from the existing clients, thereby achieving business targets.
- Interacting with the clients on a regular basis & providing the right maintenance solution to their problems.

Employment Details

Since March 2017: Kotak Mahindra Bank Limited, Ahmedabad
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Currently Working With IDFC FIRST BANK LTD AS A BANKING OFFICER

 Since October 2020 To Till Date.

Computer Knowledge

- Knowledge of Windows Operating System and have good expertise on MSOffice.

Education

- M.com from Gujarat University in the year 2019.
- B.Com from Gujarat University in the year 2017.
- H.S.C. From Gujarat Secondary and Higher Secondary Education Board in the year 2014.
- S.S.C. from Gujarat Secondary Education Board in the year 2012.

Personal Details

Date of Birth : 01/12/1996
Sex : Female
Cast : Hindu
Nationality : Indian
Marital Status : Unmarried
Languages Known : Gujarati, Hindi, and English
Hobbies : Reading, Music, Cricket, Sports
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