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Divyanshi Mishra

Manager-Corporate sales

PROFILE SUMMARY

- A competent professional with more than 4.5 years of experience in Sales, SAAS Product Demonstration/Sales, Account Management, Revenue Generation, Business Development, Marketing and Client Relationship Management.
- A sales professional passionate about leveraging technology to solve customer challenges and promote automation. Currently associated with Naukri.com, a vertical of "Info Edge (India) Limited as a Manager.
- Expertise in stakeholder management – sales planning & forecast, managing pipeline, identifying & qualifying lead, product pitch & demos, solution selling, compete strategy, commercial proposal & negotiation and deal closure.
- Proficient in demonstrating customer advocacy and building long-term customer relationships by engaging with HR Professionals A persistent performer with a record of over achieving 10 Quarters out of 12 Quarters and continuing in Info Edge.
- Leading, handling and training new & existing team members and guiding them in achieving team targets.

WORK EXPERIENCE

Manager

Feb '19 - Till present

Info Edge (India) Limited

Bangalore

At Info Edge (India) Limited (Naukri.com) as Manager.

Growth Path:

Joined as Deputy Manager – Corporate Sales (Retail Business) – 18th February 2019

Promoted as Manager – Corporate Sales (Retail Business) – 1st April 2020

Managed the activities of business development, sales & marketing operations and client servicing with key operations as follows:

- Driving the SaaS business revenue in multiple segments like SMB, Mid Markets and Large Enterprises. Engaging with existing customers to generate business opportunities and channelizing the pipeline.
- Work on lapsed client and get them onboard by solution selling
- Business Generation from Existing Clients through renewals, up sales and cross sales of Naukri's Cloud services, Branding & Recruitment Solutions.
- Building account-specific business strategies to achieve the territory quota. Giving live demo/presentations at the client site.
- Establishing strategic relationships by focusing on ROI, technology adoption and end user satisfaction. Monitoring the customer success team on implementation effectiveness and adoption.
- Training and development of new and existing team members.

Client Servicing:

- Providing effective resolution to customer queries and improving relationships with the customer by anticipating future customer requirements, thereby ensuring a positive customer experience.
- Ensuring high quality services, resulting in customer delight and optimum resource utilization.
- Ensuring maximum customer satisfaction by closely interacting with in-house and potential clients to understand their requirements and customizing the product and services accordingly.
- Conducting training on the recruitment solutions offered by job portal as well as on the recruitment methods using job portal.

Acquisition Manager

Right Horizons Financial Services Pvt Ltd

Jun'18 - Feb'19

Bangalore

At Right Horizons Financial Services Pvt Ltd as Acquisition Manager

- Primary responsibility includes generating and converting Leads.
- Fixing corporate Presentation for corporate employees and guide them on financial products.

Associate Planner

V4U Investwise Pvt Ltd

Jul'17 - May'18

Bangalore

At V4U Investwise as Associate Planner

- Generating & converting the leads for Financial Planning.
- Provide training to intern on mutual fund analysis & Performance Excel, working with Operation team for the documentation and KYC.

INTERNSHIP

Doubleseat Automotive Service &Technology Private Limited

Jan'16 - Mar-'16

Marketing & Business Development

Pune

- Provide On-demand 2 Wheeler Servicing under one roof
- Conduct surveys by visiting different companies and individual customers

EDUCATION

Post Graduate Program in Management (PGPM)

Jun'15 - Jun'17

Indian Business School (IBS)

Pune

Specialization in Finance & Marketing

Bachelor of Business Administration

Apr'12 - Mar'15

CSJM University, Kanpur

Kanpur

Business Administration

LANGUAGES

- English
- Hindi

CORE COMPETENCIES

Solution Selling
Strategic Prospecting
Business Development
Customer Success
Objection Handling

SKILLS

SAAS Sales
Account Management
Product demonstration
Competitive selling
Relationship
Management B2B Sales
Research & Strategy
Teamwork

DECLARATION

I hereby declare that all the information given above is true and correct to the best of my knowledge

Place: Bangalore

(Divyanshi Mishra)