**Bhavya Nema**

E-Mail ID : bhavya.neema9@gmail.com

Contact : +91-9429725006

Address: C-403, Swaminarayan Park–2, Behind G.B. Shah College,

Opp. APMC Market, Vasna, Ahmedabad (Gujarat)

**CAREER OBJECTIVE**

To become integral part of reputed organization where I can optimally use my professional & personal abilities to take up challenges of diversified business situations and achieve desired goals.

**COMPETENCIES**

* Learn And Adapt Quickly to New Roles and Responsibilities
* Result Driven and Hardworking.
* Team Leading Ability.
* Good Communication Skill.

**PROFESSIONAL QUALIFICATION:**

**2010-12,** Master Of Business Administration (MBA)

Stream: Marketing Management

Sinhgad Institute of Management, Pune

**2007-10,** Bachelor of Business Administration (BBA) 57%

Sardar Patel University, Vidhyanagar

**2006-07,** High School (12thSTD.), Commerce55.50%

New Look Senior Secondary School, Banswara

Central Board of Secondary Education (CBSE)

**2004-05,** Secondary School (10thSTD.)58.20%

BVB Senior Secondary School, Banswara

Rajasthan Board of Secondary Education, Rajasthan (RBSE)

**WORK EXPERIENCE**

* **Worked With “Indiamart Intermesh Limited “As “Assistant Sales Manager” At Ahmadabad since August 2013 To July 2016**.

**Job Responsibilities:**

* To generate leads from prospective customer within targeted leads and initiate the sales process.
* To set up and deliver sales presentations, product/service demonstrations on daily basis.
* To ensure systematic follow-up with the client to take the sales pitch to time bound.
* Have to deal with B2B Client Base.
* Ensure adherence to sales processes and requirements.
* **Worked With “Tradexl Media Pvt. Ltd.” As “Assistant Sales Manager” At Ahmedabad since December 2016 to July 2018.**

**Job Responsibilities:**

* Working in B2B Concept Selling.
* To sell Tradexl Google Adwords concept through direct selling.
* Setting up appointments, calls and meet pre-defined set of clients on regular basis.
* Have to deal with B2B client Base.
* **Worked With “Tradexl Media Pvt. Ltd.” As “Sales Manager” At Ahmedabad From August 2018 To February 2019**

**Job Responsibilities:**

* Manage team plans and activity on daily, weekly and monthly basis.
* Setting goals for team and help him to achieve.
* Evaluate the performance of each member and share scope of improvement.
* Provide training activity regarding product knowledge, market knowledge and skill development.
* Track team performance for achieve desired goals or target.
* Generate business through follow-ups meeting that already done once by my team member.
* Also visit directly to the market for business generation.
* **Worked With “Indiamart Intermesh Ltd.” As Sales Manager at Ahmedabad since March 2019 to October 2019.**

**Job Responsibilities:**

* Manage team plans and activity on daily, weekly, monthly basis.
* Setting goals for team and help them to achieve.
* Evaluate the performance of each member and share scope of improvement.
* Provide training activity regarding product knowledge, market knowledge and skill development.
* Track team performance for achieve desired goals or target.
* Generate business through follow-ups meeting of team members.
* Also visit directly to the market for business generation.
* **Currently Working with “Housing.com” As “Senior Account Manager” At Ahmedabad Since November 19 To Till Now**

**Job Responsibilities:**

* Handling existing client as well as new client.
* Meet real estate brokers via fixed meeting and calls.
* Regular on boarding of new client and provide the service to existing client to increase business.
* Maintain relationships with existing as well as new client.
* Meet real estate brokers and agents to sell listing package or new project according to their requirement.
* To do data mining to get the new clients on daily basis.

**PERSONAL INFORMATION**

**Name: Bhavya Nema**

**Date of Birth: 9th, June, 1990**

**Birth Place: Banswara (Rajasthan)**

**Father: Lt. Harimadan Nema**

**Bhavya Nema**