**Ms. Priya Mehta**

D-73, Avani Complex, Opposite Naranpura Bus Stand, Naranpura, Ahmedabad

Mob: +91-9898105034 Email: [priyamehtapm@gmail.com](mailto:priyamehtapm@gmail.com)

**EDUCATION**

**BWTIBA - Ahmedabad**

Bachelors of Business Administration 2003-2006

**WORK EXPERIENCE**

**Fibre2fashion Private Limited** Ahmedabad

Fibre2fashion is a B2B website for textile fraternity. Fibre2fashion being one of the leading information providers, we serve as a facilitator for the companies into the Textile industry.

**AGM – Sales & Marketing *September 2011-Present***

* Handling the online marketing and sales operations for achieving increased growth & profitability.
* Identifying new streams for revenue growth & developing plans to build consumer preference.
* Carrying out all the sales & marketing operations in line.
* Responsible for Online Sales & Marketing, Business Development, Customer Relationship Management,
* Client servicing, Brand Promotion in Tradeshows, Creating awareness among exporters, participating in Trade shows and exhibitions.
* Identifying prospective clients, generating business from new accounts & developing them to achieve consistent profitability.
* Building and maintaining healthy business relations with major clientele by achieving performance parameters delivery & quality norms.
* Maintaining cordial relations with customers to sustain the profitability of the business.
* Maximizing customer satisfaction level by on time delivery, monitoring customer complaints, providing efficient services.
* Handling customer grievances and resolving their issues for customer retention.

**Gateway Technolabs Private Limited** Ahemdabad

Gateway Technolabs specializes in the business of providing offshore software development services to clients worldwide.

**Assistant Manager, Gateway Technolabs Pvt Ltd, Ahmedabad *December 2010-September 2011***

* Evaluate and establish new business partnerships and relationships. Provide leadership to the development and negotiation of large, complex or difficult contracts with new and existing clients
* Oversee growth of existing customer base to achieve or exceed goals, by generating new account leads, while managing, negotiating and closing sales opportunities.
* Determine advice and close software sales agreements with company executives.
* Present proposals, quotes and suggest solution on potential clients needs.
* Update on product information, pricing and contract terms and also assist sales through calls and web based presentations to maintain product positioning and strategies.
* Handle in-depth knowledge of products and technologies, competitors and market conditions.
* Maintain full lifecycle of sales process from prospecting to closure.

**Sanblue Enterprises Private Limited** Ahmedabad

Fibre2fashion is a B2B website for textile fraternity. Fibre2fashion being one of the leading information providers, we serve as a facilitator for the companies into the Textile industry.

**Deputy Manager – International Sales *September 2006-December 2010***

* Developing new business avenues and motivating team for market penetration and reach.
* Training Team members for selling our subscription services
* Allocation of Data to team
* Designing strategies to build up a team work within the team & reaching the scaled targets.
* Helping and guiding team to achieve the sales target

**COMPUTER SKILLS**

Windows (98, 2000, XP), MS-Office 2000, Microsoft Office, Excel, Outlook, Internet

**PerSONAL DETAILS**

Date of Birth: 23rd July 1985

Marital Status: Single

Languages Known: English, Hindi & Gujarati