

# NITANT JAIN

## MARKETING AND TEAM LEADING EXPERT

### CONTACT

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### PROFILE

I am an experienced sales marketing executive and team leader seeking a full-time position in the field of sales and marketing, communications, where I can apply my knowledge and skills for continuous improvement and growth of organisation and I.

### AREAS OF EXPERTISE

- Strong communication skills
- Social media strategy
- Marketing
- Digital marketing
- Negotiation
- Team building
- Sales strategy
- Niche Segment/territory targeting
- Demonstration skills
- Growth mindset
- Multiple networking
- Customer relationship management
- Sales pitch development
- Market research

### EDUCATION

**BACHELOR OF BUSINESS ADMINISTRATION**

**SPECIALIZATION - MARKETING**

GUJARAT UNIVERSITY

5.37 CGPA (68/70 IN ADVANCED MARKETING

MANAGEMENT IN FINAL SEMESTER)

### PROJECT

**MEASUREMENT OF SERVICE QUALITY IN ORGANISED**

**RETAIL SECTOR.**

SCORED 83/100 IN PROJECT AND VIVA-VOCE

### EXPERIENCE

**NOBROKERHOOD- TERRITORY SALES MANAGER| APRIL**

**2022 - AUGUST 2022**

- MANAGING SALES CYCLE, SUPERVISING SALES RELATED ACTIVITIES AND ESTABLISHING PROSPECTIVE CLIENT BASE
- PERFORM PRODUCT DEMONSTRATIONS FOR CLIENTS AND CONSUMERS, INCLUDING ONSITE PROMOTIONAL EVENTS.
- MAINTAINING SOLID WORKING RELATIONSHIPS WITH CUSTOMERS BY ENSURING THAT THEIR NEEDS ARE FULFILLED.

**BUSINESS DEVELOPMENT ASSOCIATE AND ADVISOR**

QTO EDUCATION PVT LTD | FEB 2021 TO MARCH 2022

- BUSINESS DEVELOPMENT ASSOCIATE
- QTO EDUCATION PVT LTD | FEB 2021 TO PRESENT
- Generate leads through telephone and local marketing. Analyse market response and create plans and strategies accordingly.
- Organised career consulting seminars and provided relevant services to different clients.( Students)

**RELIANCE JIO**

SALES EXECUTIVE | FEB 2020- FEB 2021

- Demonstrate outstanding problem solving and active listening to clients' need. Providing them with the exact product by manipulating them.
- Manage day-to-day sales target by handling approximately 50-60 calls and building scanning per day.
- Organised files and developed spreadsheets of data collected from door-to-door building scanning.
- Assisted trainer to train new joinees by improving their sales pitch and productivity levels.
- Over achieved target in the first month of joining.

**EVENT MANAGER**

FREELANCER | MARCH 2017- DECEMBER 2018

- Team management and allocating work by analysing members' ability and efficiency in particular field.
- Incharge of road show team. Roadshow organised when Hon'ble PM Narendra Modi and Hon'ble Japanese PM Shinzo Abe visited Ahmedabad. (Rangmanch events)
- Incharge at Khel Mahakumbh ending ceremony-June 2017. (Rangmanch events)
- Wedding coordinating with specialization in day-to-day coordination to ensure success of event. ( Zion events, Prolific events)
- Incharge at IIFCO 50th anniversary celebration event at kalol plant-Nov 2017. Managed and coordinated all the decoration, lighting and production. (Advent events)

# NITANT JAIN

MARKETING  
AND TEAM  
LEADING  
EXPERT

## LANGUAGE

ENGLISH-FLUENT

HINDI - FLUENT

GUJARATI - NATIVE

## OTHER SKILLS

- Detail oriented
- Excellent problem solver
- Enthusiastic
- Resilient

## COMMUNITY WORK

- Robinhood army
- Empowering humanity
- Jankalyan helping hands

## EXPERIENCE

### SALES EXECUTIVE

SKY7 INDIA PVT LTD | DEC 2016- MARCH 2017

- Generate leads through telephone and local marketing.
- Cross-sold existing clients with other company products related to insurance.

### NETWORK MARKETING

SARSO BIZNET INTERNATIONAL PVT LTD | 2015-2016

- Generate leads for new sales through telephone, internet marketing and local marketing.
- Carefully select right product for each customer's need.
- Train and maintain new joined distributors.

## AWARDS

### NICM COLLEGE COMPETITION

STOOD FIRST AND WON A TROPHY AND REWARD FOR DIGITAL ADVERTISING THE COLLEGE ON SOCIAL MEDIA PLATFORM.