

Bhumika Dwivedi

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Professional Experience

Prione Business Service Pvt Ltd, Ahmedabad.

July 2021 - Present

- Responsible for Business Development.
- Lead Generation and Management
- Operations Handling (Completing the documentation process of the onboarded client)
- Developing new client relation and maintaining the Existing client.
- Onboarding sellers & helping them to grow their business with AMAZON.
- Managing the product listing process for Clients on AMAZON.
- Conducting various marketing activities for the sellers.

MyGate (Vivish Technology Pvt. Ltd.), Business Development Manager, Ahmedabad

Sept 2020 – March 2021

- Business Development for the given territory.
- Relation Building and Maintaining the Existing client relation.
- Lead Generation and lead funnel Management.
- Operations Handling (Co-ordinating with the KAM Team for proper implementation)
- B2B Sales Management

Decathlon Sports India, Sport Leader, Ahmedabad

Nov 2019 - July 2020

- Worked as a Yoga Sport Leader managing Domyos brand along with managing Fitness United in Domyos which includes Pilates, Boxing
- Selected as Yoga Team Leader out of the three stores in Ahmedabad representing the city on country level
- Day-to-Day operation involves explaining products to customers, customer services, order takings, bulk orders, managing inventory, merchandising, promotional events, visual displays and creating action plans for achieving sales targets by working with the team
- Maintained cordial relationship with customers for repeat purchases and recommending suitable products for purchase
- Managed stocks and inventories by understanding the performance of the products and handling CRM by managing Cashiering, POS system, Credit notes etc.
- Digitally promoted products, concepts and events for creating awareness and increasing revenues and customer base
- Created awareness for new customers by organizing events through which displayed products and encouraged the sport
- Increased the customer base of Yoga by 39% and online purchase share increase by 3.3%

Academic Achievements			
	Year	Degree	Board / University
	2016-2019	BCom	New L.J Commerce College, Ahmedabad
	2016	HSC	CBSE
	2014	SSC	CBSE

- Secured Runners Up Position in Baudhika (Inter College Management Fest, SBS) for Business Plan (2018)
- Participated in 1 – Pitch (Business Plan) at National Level Management cum Cultural Fest, Ganpat University (2018)
- Participated in Plan de Empressa (Business Plan) at National Level Management Fest, IMAGE 2018 (2018)

Positions of Responsibility

- Organized Country Level Yoga event at Decathlon Ahmedabad on the occasion of International Yoga Day (2020)
- Organized Yoga event at Decathlon where 50 people participated and it helped in getting a turnover of 6 lakhs on that day (2019)
- Headed the Cultural Fest of New L.J Commerce college where 5000 people were present and managed to get fund of more than 1 lakh (2018)

Extra-curricular Activities	
<ul style="list-style-type: none"> • Played nationals in Kabaddi three times • Passionate about Yoga and Dancing • Travel Enthusiast 	2013,14,15