

# BARKHA LALWANI

+917987478380, +919981122274 | barkha.lalwani94@gmail.com | Ahmedabad

**Service And Solution Selling Specialist | Business Development Expert  
| Customer Relationship Expert**

## PROFILE

Dedicated and ambitious solution selling specialist with an assertive sales attitude, solid strategic sales, and negotiation skills. I have experience in planning and implementing lucrative and creative initiatives to leverage keen business decisions for efficiency, effectiveness, and maximization of bottom-line profits. I am known for creative and unique ideas with very strong persuading skills. With a highly innovative thought process, I enjoy direct contact with customers and clients, negotiating or selling ideas, technologies, or methodologies.

## CORE COMPETENCIES

☆ Leadership ☆    ☆ Team Management ☆    ☆ Strategist ☆    ☆ Lead Generation ☆  
☆ Customer Management ☆    ☆ Technology And Industry Knowledge ☆    ☆ Excellent Communication Skills ☆

## EDUCATIONAL QUALIFICATIONS

1) B.TECH IN COMPUTER SCIENCE ENGINEERING FROM ITM UNIVERSITY RAIPUR. 2012-2016.  
SENIOR SECONDARY EDUCATION FROM N.P SAPRE SCHOOL . 2011-2012

2) HIGHER SECONDARY EDUCATION FROM HOLY CROSS BYRON BAZAR SENIOR SECONDARY SCHOOL.

## EXPERINCES

### EXPERIENCE — DECEMBER 2020-PRESENT- SERVICE AND SOLUTION SELLING SPECIALIST

- 1) MANAGE END TO END SALES FOR TWO BUSINESS VERTICALS
- 2) LEAD GENERATION FROM LINKEDIN AND OTHER SOCIAL MEDIA PLATFORM .
- 3) END TO END SALES TRACKING AND SUBMITTING DAILY SALES REPORT.
- 4) HANDLING MARKETING TEAM.

### EXPERIENCE — APRIL 2019-PRESENT MANAGER OPERATIONS AND TELESALLES

#### TRACOMO AUTOMATION AND CAMERA SYSTEM PVT.LTD

- 1) MANAGE INSIDE SALES TEAM , FOR APPOINTMENT BOOKING AND CUSTOMER SUPPORT
- 2) MANAGE END TO END OPERATIONS LIKE SOURCING, DAILY MIS , WORK DONE ETC .
- 3) END TO END SALES TRACKING AND SUBMITTING DAILY SALES REPORT.
- 4) HANDLING ENTIRE TELESALLES TEAM.

### EXPERIENCE — JULY 2017- DECEMBER 2018 CUSTOMER RELATION ASSOCIATE AT SMMART TRAINING

- 1) USED TO EXPLAIN CUSTOMER ABOUT THE TRAINING PROGRAMME
- 2) CLEAR THE DOUBTS ABOUT BUSINESS PROBLEMS.
- 3) SUGGEST THEM APPROPRIATE COURSE BASED UPON THEIR BUSINESS SIZE AND PROBLEMS .

### EXPERIENCE-JUNE 2016- APRIL 2017CUSTOMER SERVICE EXECUTIVE AT MOTIF INFOTECH

