

# Nidhi Raval

## Account Manager/Sales Support

**Experienced Technical/Account Manager with a demonstrated history of working in the outsourcing/offshoring industry.** Skilled in Operations Management, **Client** Support, **Reconciliation**, Sales, **GST Compliance**, **Data Analysis**, **E-invoice** and **EWB support**.

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## EXPERIENCE

July 2019 - April 2020

**E-Procurement Technology**

**Business Development**

- Deal with Corporate Sector for Procurement services with the name of Product Procure Tiger.
- Prospect for potential new local and international clients and turn this into increased business.
- Cold call as appropriate within your market and geographic area to ensure a robust pipeline of opportunities. Visit and meet potential clients by growing, maintaining, and leveraging your people network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and CAVEDIGITAL's practice leaders/Principals.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

Aug 2020-Present

**Cygnat Infotech Private Limited**

**Client Manager**

Acting as a liaison between the client and departments within the company to convey information, ensure understanding, and make certain everything gets done in an accurate, timely manner. I oversee the agency-client relationship, determining clients' needs—what they're looking to achieve short-term and long-term—and ensuring the agency delivers.

Work with sales and marketing teams to prepare presentations and sales pitches once the client gets onboard.

Design marketing strategies and media proposals; handle client communications and write client reports and communicate client agendas to other staff members.

Making the client aware of other services and actions that may lead to greater success

Monitoring the client's budget, explaining costs, and negotiating new terms if necessary,

keeping up on trends, changes, and competitor actions that might affect their client

Providing progress reports to clients and upper management

Monitoring budgets, spending and revenue, and explaining cost factors to clients.

Teaching junior employees how to service the account

Skills:-

GST Compliance

Process of E-invoice and E-waybill

Risk/Cost Management

APIs-Testing

JavaScript(Basic Knowledge)

Excel

SAP(Basic Knowledge)

Tally

ERP9

Genie ERP

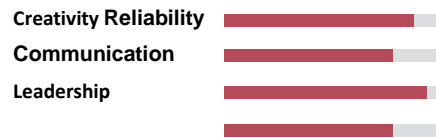
# Nidhi Raval

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## TECHNICAL SKILLS



## STRENGTHS



## EDUCATION

Aug 2017

**GIT (Gandhinagar Institute of Technology)** Degree: **MBA in Marketing**

### SKILLS ACQUIRED:

Summer Internship Program in Bulgaria (Summer of 2018).

- Learnt Working of Foreign Industries, through Industrial Visit.
- Studied Advantages and Disadvantages of Foreign Industry and Indian Industry. SWOT Analysis of Foreign Industry.

## LANGUAGES



## PERSONAL

D.O.B // **22-Aug-1996**

Relationship // Single

Nationality // Indian

## INTERESTS

Cricket // Football // Music // Table Tennis // Travelling