

## Contact

### Phone

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### Email

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### LinkedIn

<https://www.linkedin.com/in/ankitamandal17/>

## Education

2014-2018

### Bachelor of Engineering

Rungta College of Engineering & Technology

## Expertise

Business Development

Direct Sales

Team Leadership

Point of Sales Knowledge

Problem Solving Skills

## Language

English

Bengali

Hindi

# ANKITA MANDAL

## SALES ASSOCIATE

Talented professional considered knowledgeable leader and dedicated problem solver. Motivated sales professional offering progressive sales and marketing experience. Results-oriented and energetic with unsurpassed interpersonal and communication strengths. Productive, hardworking and known for consistent performance against target sales goals and customer service expectations.

## Experience

### JAN 2021 - APR 2022

Byju's The Learning App , Bengaluru , Karnataka

#### Business Development Associate

- Driving and managing the entire sales process from targeting and prospecting to closing the sale
- Face to face client handling right from counseling to closing through Direct Sales.
- Analysis of client requirements, specifications, obtaining suitable solutions and outlining commercial implications and negotiations.
- Visiting clients and potential clients to evaluate needs or promote products and services
- Maintaining client records
- Maintaining weekly targets
- Conducting 6-8 meetings weekly and generating revenue.
- On spot sales of educational technology products for K-3 segment in B2C domain.

### AUG 2019 - SEPT 2020

Amazon , Hyderabad , Telangana

#### Transportation Specialist

- Ensuring prompt resolution of daily queries/issues of team related to critical concerns in the network
- Communicated with stakeholders and being able to understand if the problem can be reoccurring in order to scale the solution provided.
- Understand the issue and be a real creative problem solver to fix in a sustainable way the issue
- Ensured to surpass all performance and quality goals defined on both productivity and efficiency.
- Demonstrate ownership to resolve challenging customer issues, escalating when necessary
- Excellent communication, both verbal and written as one will be required to communicate with external and internal stakeholders
- Providing real-time customer experience by supporting in 24\*7 operating environment.
- Worked with FC's to understand constraints that were leading to more number of adhoc requests.

## **AUG 2018- DEC 2018**

Naolin Infrastructure Pvt Ltd , Hyderabad, Telangana

### **HR INTERN**

- Responsible for collection of attendance from different sites and maintenance of employees
- Assisted the HR Manager in managing the entire interview process including posting, sourcing, screening, interviewing and final selection.

## **MAY 2018- JUNE 2018**

KEKA HR , Hyderabad, Telangana

### **PRODUCT SPECIALIST INTERN**

- Understand the functionality of Keka HR as a product and assist customers during implementation and on-boarding phase.

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## **Achievements**

- Achieved 6 months target in 4 months and landed a position in the most premium Byju's Campaign.
- Responsible for Targeting, Prospecting, Negotiating and Closing.
- Meeting targets of 3-4 lac/cr on a basis of 15 days cycle and has earned incentives by doing the same.
- Onboarded 5-6 customers on weekly basis with revenue of 3-4lakhs.
- Booked 2 trucks in a very limited time where 3 original trucks broke down , saving 30k customer shipments.
- Cancelled Wasted Trucks proactively in the peak time (Nov-Jan) thereby saved 1lakh euros