



Komal

Assistant manager

Contact

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Skills



I am Komal, with extensive experience in sales and client relationship management within the BFSI sector. I excel in building strong client connections, driving growth, and delivering tailored financial solutions.

Work History

2024-04 -
Current

Assistant Manager of Business Development

Deal Plexus, Gurgaon, India

- Played an integral role in developing new product offerings by collaborating with research and development teams, ensuring a strong market fit for launch.
- Assisted in annual revenue growth by developing and implementing effective sales strategies.
- Managed budget allocation and resource utilization to maximize marketing ROI.
- Streamlined internal processes to enhance efficiency and productivity within the business development department.
- Established strong relationships with key stakeholders through proactive communication efforts, building trust and credibility within the industry.

2020-11 -
2024-03

RelationShip Manager & Software Trainer

Claim Therapist, Gurgaon, India

- Established strong relationships with key stakeholders for effective collaboration and streamlined decision-making processes.
- Spearheaded initiatives aimed at improving internal processes, leading to greater efficiency in relationship management tasks.
- Delivered comprehensive reports detailing account activity and progress towards established financial goals, increasing transparency and trust with clients.
- Played a crucial role in retaining valuable clients during periods of market volatility by addressing concerns proactively and providing expert guidance on portfolio adjustments.

2020-03 -

Sales Executive

Teamwork and collaboration	
Time management	
Team leadership	

2020-10	<div> Policy Bazaar, Gurgaon <ul style="list-style-type: none"> Identified upselling opportunities within existing accounts by staying informed about clients" evolving needsrequirements. Collaborated with marketing team to create impactful campaigns that generated new leads and increased brand awareness. Demonstrated expert product knowledge during client interactions, addressing questions/concerns confidently and offering solutions tailored specifically for them. Mentored junior sales representatives, providing ongoing coaching to improve their performance. </div>
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Education

2014-08 - 2018-12	<div> B.tech: Civil Engineering Technology MDU - Farukh Nagar </div>
2011-04 - 2012-03	<div> High School Diploma SD Girls School - Gurgaon </div>