

 Mumbai, Maharashtra

 +91.7838742546

 pulastdivya@gmail.com

 www.linkedin.com/in/divya-pulast

TRAINING & CERTIFICATIONS

- Diploma in International Business, Oxford, UK

SKILLS

- Team oriented and results driven
- Strong Communication skills
- High learning agility
- Handling responsibilities
- Target achievement
- Adaptability
- Team player

LANGUAGES

English
Hindi
Spanish



PERSONAL INTERESTS

- Reading
- Travelling & exploring
- Sketch
- Yoga
- Cycling
- Pet walking

DIVYA PULAST

Territory Sales Manager

PROFILE • ABOUT ME

Confident and self-driven sales professional with 1 year of work experience in Hospitality sector, looking for an opportunity to take a step up in my career and lead my team to new levels of success. I enjoy the challenge of breaking new grounds in business and I thrive on enabling myself and my team to surpass sales targets. My enthusiasm and my ambition have enabled me to crack some of the big leads. I am eager to use my experience and skills to build strong client relationships for my employer's brand and to progress within the business.

EDUCATION

High School

Hansraj Smarak Senior Secondary School
CBSE
Delhi, Delhi

Matriculated
May 2011

Commerce, Intermediate

Hansraj Smarak Senior Secondary School
CBSE
Delhi, Delhi

Completed
May 2013

Bachelor of Commerce

School of Open Learning
Delhi University
Delhi, Delhi

Graduated
October 2016

Spanish Language, Certification

Bhartiya Vidya Bhawan
Connaught Place, Delhi

Completed
January 2017

Post Graduate Diploma in Management

Asian Business School
Noida, Uttar Pradesh

Post Graduated
December 2019

INTERSHIPS

BW Business World
Marketing Intern
New Delhi

May, 2018 - June, 2018

Roles & Responsibilities:

- To work on speaker acquisition
- Lead generation
- Handling event execution
- Event database management
- Contributing for any work assigned by the reporting manager or other business colleagues as per business requirements.



PERSONAL INFORMATION

Birthday

October 25, 1995

Gender

Female

Marital Status

Single

Father's Name

Mr. Mahesh Sharma

Nationality

India

Passport

R7434057



WORK EXPERIENCE

Treebo Hotels

May 2019 – Present

Territory Sales Manager

Mumbai, Maharashtra

Role and responsibilities:

- Undertaking competitor analysis
- Developing & maintaining prospect & customer list based on strategic marketing data & other sources for sales leads
- Engaging in trade conferences, nurturing industry relationship & closing possible opportunities
- Designing tailor made business proposals, prospect engagement & meeting possible opportunities with available product line
- Client Acquisition and corporate relations with companies
- Active in liaison relationship with-in industry & earned preferred partner grade for new/referral business
- Engage & retain clients with immediate escalation facilitation, regular visits & value delivery
- Leading in legal liaison, contracting & payment agreement with client.
- Designing data management system, tracking team productivity & sales forecast
- Tracking the credit policy
- Strategic consulting, including business plan & sales strategy development
- Participating in developing overall business plans for increasing volume & profitability



DECLARATION

I, Divya Pulast, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Divya Pulast
