



Jhanvi Shah | MBA (IB - Marketing)
Female | 28

Education Background		Percentage/CGPA	Year
M.B.A. International Business	Symbiosis Institute of International Business, Pune	68.2%	2020
BBA	Worcester University, Saudi Arabia	55%	2017
Class XII	St. Xaviers High School, GSEB	77.33%	2013
Class X	M.G.M. School, GSEB	85%	2011

Work Experience		36 Months
Sr. Sales Development Representative, Saara Inc. (SaaS company)	<ul style="list-style-type: none">Fixed 20 meetings monthly from app installs as well as outreach data (30 outbound calls a day) for the USA, Europe and India geography.Assisted clients in onboarding and product training.Qualified 12+ Indian outbound opportunities quarterly that led to valid sales, generated estimated revenue of 250 USD from the SME companies.Built 20 opportunities by cross-selling WyseMe to the existing EcoReturns clients and bought in a estimated revenue of 300 USD in Q1, FY’23.Proficient in using various tools for sales activities including (Pipedrive, Apollo, Uplead, FreshDesk, Freshworks, Hubspot, ClickUp, Briskine, Sonotel).	6 th Apr’22- Present
Associate - Inside Sales, Vinculum Solutions (SaaS company)	<ul style="list-style-type: none">Have demonstrated heavy cold calling volume (50 outbound calls daily) and generated 12 Sales Qualified Leads monthly for India and SEA region.Closed 4 Indian Starter Pack Deals worth 18,000 INR in Dec and Jan month.Built opportunities from the Inbound prospects.Utilized a combination of tools including (LinkedIn Sales Navigator, Zoominfo, Lusha, Salesforce, Freshworks) to identify qualified prospects.	12 th Oct’20- 17 th Mar’22

Internships		Year
Business Development Trainee, Mobisoft Infotech Pvt Ltd.	<ul style="list-style-type: none">Built a database of 60 outbound contacts on a daily basis by using (LinkedIn Sales Navigator, Crunchbase) for the US market for the defined campaigns.Supported in the pre-sales activities and scheduled appropriate next steps for the Leads.Generated 3 appointments monthly through (Mail Merge, Zoho) campaigns for E-mailMarketing.	27 th Apr’20– 11 th Oct’20
IDBI Federal Life Insurance Co. Ltd.	<ul style="list-style-type: none">Worked on a Project based on the market analysis of the products offered by IDBI with respect to its competitors.Built a database of 30 leads for one of the toughest product to sell and contributed by bringing in revenue of Rs.35000.	1 st Apr’19- 31 st May’19

Volunteer Experience		Year
Volunteer member, JCI	<ul style="list-style-type: none">Planned and organized community service drives and environmental awareness programs amongst other activities.	Mar’23 - Present

Achievements		Year
Saara Inc.	<ul style="list-style-type: none">Awarded for demonstrating “Collaboration” for customer onboarding in Q3, FY’22.Awarded for demonstrating “Bias to action” by making 1500 call attempts and setting up 46 onboarding calls in Q2, FY’22.	2022
Vinculum Group	<ul style="list-style-type: none">Awarded star of the quarter closing four Indian starter pack deals in Q1 and Q2, FY’22.	2021

Positions of Responsibility		Year
Mentor, SIIB Kshitij committee	Mentored students of class XI and VII of the non-teaching staff by enhancing their knowledge in academics and guiding on career options.	2018-20
Member, Marketing conclave team	Managed pre-events like online treasure hunts and main events including online quizzes and case study competitions.	2018-20
Co-leader, Ignisense [Management team]	Managed “Thousand Faces - Best manager event”, in the annual college flagship fest team by hosting participants from B-schools pan India.	2018-19
Leader, [Quizzical] Marketing Club	Led a team of five people in planning and organizing weekly marketing related related activities as well as co-ordinated with other teams.	2018-20

Personal Information	
Hobbies & Interests	Playing badminton, Art and Craft
Languages	English, Hindi, Gujarati
Contact	91 – 9624826459
Email ID	shahjhanvi20@gmail.com
LinkedIn	https://www.linkedin.com/in/jhanvi-shah-4a930b150
Date of Birth	20 th May, 1995