

CORPORATE ACCOUNT MANGER

**A A S T H A R IAT**

**GET IN CONTACT**

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C1 -604 Mapsko Casa Bella Gurgaon Sector 82 -122004

# PERSONAL PROFILE

Seasoned professional with

extensive experience in BD

and Corporate Account Management.

# AREAS OF EXPERTISE

Handling C-Level Business relationships

Sales Strategy Development Proposal Sales pitch presentations/Marketing Collaterals

Bid Management (EOI/RFQ/RFP) Project Management

Business Level reports

# OTHER SKILLS

Multi- Task

Can analyze, design and

implement database structures Detail oriented

Excellent problem solver

# EDUCATION HISTORY

Bachelors of Business Administration

# WORK EXPERIENCE

## 

## MANAGER – Business Development

Origo Commodities India Pvt. Ltd. | 2019 - Present

Empaneled two major accounts Adani Wilmar Limited & United Breweries which added to 23% of Corporate revenue for the company

Serve as the lead point of contact for all client account management matters

Build and maintain strong, long-lasting client relationships

Develop trusted advisor relationships with key accounts, stakeholders and executive sponsors

Develop new business with existing clients or identify area of improvement to sales targets.

Creating the Proposal presentations, responses to RFQ’s and RFP’s

Account management of corporates and ensuring after sales support to is provided to the client.

Working with cross functional departments to drive the process for new client acquisitions and retention

Investigate with the loss opportunities to track trends and indulge in process improvements

Capture of data in CRM tool Salesforce Handling a team of 5 people

## SENIOR EXECUTIVE – CORPORATE ACCOUNTS

Sony Pictures Networks India Pvt. Ltd. | 2013 – 2019

Develop communications with clients focusing on client acquisition and retention

Pipeline Management

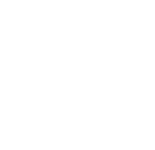
Develop and execute new metrics to improve first contact resolution for clients

Responsible for cross selling and upselling services to existing clients.

Creating the proposal presentations, responses to RFQ's and RFP's

Account Management of empaneled clients

Reconciling clients (Ageing to be targeted to be less than 45 days) Business Level reports (Cost Benefit Analysis, Revenue vs Budget, Forecast vs Budget, AR & TDS Collection Report, Market analysis



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# WORK EXPERIENCE

## ADVANCED ANLYST - DONOR ACCOUNTS

Ernst & Young India Pvt. Ltd. | 2011 – 2013

Managing Donor/Global Accounts for EY Partners for Bid management, identification of tenders and mailing them to respective EY office (incl Partners) according to their capabilities of working for the tender.

Providing the real time assistance to onshore teams (EY Brussels and multiple offices) via chat, same time sessions and CISCO meetings and also assist partners and clients in their daily activities.

Preparing EOI’s and RFP’s

Revenue reporting, Sector and Industry Analysis

## EXECUTIVE OPERATIONS - NAUKRI.com | 2010

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**EXECUTIVE OPERATIONS - NAUKRI.com | 2010**

**PROCESS ASSOCIATE - BOA (Bank of America) | 2009 - 2010**