

Nikita Sindhi

Business Development Executive

+91-8469269979 @ nikitasindhi5499@gmail.com
https://www.linkedin.com/in/nikitasindhi/ Ahmedabad, Gujarat, India

SUMMARY

Results-driven IT Sales professional with 2 years of experience in a service-based environment. Proven track record in client acquisition, lead generation, and achieving sales targets through strategic planning and customer-focused solutions. Adept at leveraging CRM tools and data analysis to optimize sales processes and enhance customer satisfaction. Strong communication and negotiation skills, with a keen focus on driving revenue growth and building lasting client relationships.

EXPERIENCE



Business Development Executive Simform

- 02/2023 - Present Ahmedabad, Gujarat, India
- Managed** diverse lead types including hot leads, cold leads, and campaign-based outreach by adapting strategies to optimize conversion rates.
 - Collaborated** with the data research team to create targeted campaigns, boosting lead generation
 - Prospected** in Europe and the USA, including the UK, Dubai, Netherlands, and other regions; tailored outreach strategies based on regional nuances.
 - Targeted** multiple industries such as Health Tech, FinTech, and Legal Tech; leveraged industry trends to position products effectively.
 - Leveraged** job portals like LinkedIn and Y Combinator for business development, identifying potential clients based on hiring trends and growth patterns.
 - Enhanced** client engagement and satisfaction by proficiently using tools like HubSpot, Dialpad, and Aircall; streamlined communication and follow-ups.
 - Utilized** LinkedIn Sales Navigator proficiently to identify and connect with high-quality prospects, enhancing lead targeting accuracy.

E-COMMERCE EXECUTIVE INTERN Mishkon

- 05/2022 - 06/2022 Ahmedabad, India
- Gained hands-on experience managing Amazon Seller and Vendor Central, optimizing advertising campaigns to boost visibility and drive sales.
 - Conducted keyword research using Helium10 to identify competitive search terms, improving campaign performance and product discoverability.
 - Audited client Amazon pages, ensuring accurate and effective product listings, and generated weekly progress reports for client updates.

EDUCATION

 Master of Business Administration (MBA) in Marketing GLS University 2021 - 2023 Ahmedabad, India	GPA 7.24 / 10
 Bachelor of Computer Applications (BCA) Ganpat University 2017 - 2020 Mehsana, Gujarat, India	GPA 8.0 / 10

STRENGTHS

Client Management & Revenue Growth

Proven expertise in managing high-value accounts and driving revenue growth through strategic client relationships.

Innovative Sales Techniques

Achieved a 25% increase in sales by leveraging market insights to create tailored client solutions.

Leadership & Communication

Strong team-building and communication skills, enhancing collaboration and productivity within sales teams.

CRM Proficiency

Skilled in using tools like HubSpot, Orum, Dialpad, and Aircall to streamline client engagement and optimize sales processes.

Market Analysis

Adept at analyzing market trends to identify business opportunities and optimize sales strategies.

SKILLS

HubSpot	Zendesk Sell	Pipedrive
Orum	Nooks	Aircall
Sales Strategy		
Client Relationship Management		
Market Analysis	Negotiation	
Lead Generation		
Business Development		Communication

LANGUAGES

English	Proficient
Hindi	Native