

NEHA RATHORE

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Location: India

SUMMARY

Senior Sales Professional with 10+ years of experience driving revenue growth, building sales strategies, and training high-performing teams. Proven expertise in client acquisition, negotiation, and achieving consistent quarterly targets.

EXPERIENCE**Senior Sales Manager – EliteTech Solutions (2015 – Present)**

- Lead a team of 15 sales executives to achieve organizational revenue goals.
- Develop sales strategies, track KPIs, and conduct performance reviews.
- Manage high-value client accounts and negotiate large-scale deals.
- Increased regional sales by 40% in two years.

ACHIEVEMENTS

- “Top Sales Leader Award” – 2022
- Closed corporate deals worth ₹8 crore cumulatively

EDUCATION

MBA – Sales & Marketing (2014)

National Institute of Business Studies

SKILLS

Sales Strategy, Negotiation, Leadership, CRM Tools, Client Acquisition, Team Training, Data-Driven Sales Techniques

DECLARATION

I declare that the above information is accurate and complete.