

NISHTHA SHARMA

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Committed to collaborating with my team to drive impactful results,
with a focus on long-term growth and innovation rather than just achieving unicorn status.

SKILLS

Operational Excellence
Cross-Functional Team
Leadership
Strategic Business Expansion
Employee Training and
Development
Product Portfolio
Management
Business Turnaround
Strategy
Supplier Negotiation
Customer Feedback Analysis
Cost Reduction and Profit
Margin Improvement

EXPERTISE

Sales Strategy & Revenue
Growth
Marketing & Business
Development
Data Analysis & Critical
Thinking
Team Leadership &
Negotiation
Customer Relationship
Management (CRM)

Education

Master in Political Science / Delhi University
May/2021– June/2022

Bachelor in Arts / Delhi University
Apr/2017 – Jul/2019

Completed Higher Secondary Education / (12th Grade)
July/2015 – Mar/2016

Experience

Moxi Outsourcing

Sales Manager (05/2023 – Till Now..)

- Managed Australian client accounts by **handling solar panel inquiries**, delivering customized energy solutions, and building long-term customer relationships.
- Directed and supported an Australian team, leading daily operations and ensuring smooth coordination across **solar and travel-related projects**.
- "Directed cross-functional teams and international client accounts, **delivering customized solar solutions** while building strong partnerships and driving operational.

Diva Beauty Nation

Operation Manager: - (11/2020 – 03/2023)

- Directed online sales, **India MART operations**, and B2B campaigns, **boosting revenue** through client engagement and beauty product events.
- Oversaw **sales operations**, improving process efficiency and enhancing overall team performance.
- Implemented lead generation strategies across **Digital channels, consistently securing** new business opportunities.

Cosmic Essence.

Sales Development Representative: - (07/2019 – 11/2022)

- Managed **Social media platforms** and handled buyer inquiries, ensuring consistent engagement and strong client relationships.
- Generated and qualified **B2B and e-commerce leads**, converting opportunities into closed deals and driving business growth.
- Conducted **market research and outbound prospecting** (calls, emails, and social platforms) to secure qualified leads and set high-value meetings.

"Skilled in planning and directing daily organizational operations to drive efficiency, enhance productivity, and maximize profitability."