

SUMMARY

Results-driven sales professional with a proven record of Exceeding Targets and Cultivating Client Relationships. Effective communicator skilled in Identifying customer needs and Tailoring solutions for optimal satisfaction. Energetic and Motivated Team Player, Eager to contribute dynamic sales expertise to drive Revenue Growth in a Competitive Market.

KEY SKILLS

Microsoft Excel
Microsoft Power Point
Microsoft Word
Presentation Skills
Productivity & Efficiency
Verbal & Written Communication
Meticulous & Quick Learner
Problem Solver
Customer Relationship Management
Team Management

LANGUAGES PROFICIENCY

- English
- Hindi
- Telugu

PROFESSIONAL EXPERIENCE

Program Advisor

Jun 2022 - Aug 2023

Times Pro

- Counsel Professionals on various programs sold by various top Indian & International Institutions.
- Telephonically interact with Senior and Mid-level working professionals in a consultative manner. Check and build participation interest in various Executive Education Programs.
- Counsel Individuals to understand their personal and social challenges effecting their Career Progression and advise them on how to succeed through Education.
- Record all information and interactions in CRM Software on an Ongoing Basis. Follow policies and procedures for smooth and Seamless Operations.
- Assist the leads on all Information actively till Closures and Provide correct and authentic information to the prospective participation.

Career Development Executive

Sep 2021 - Apr 2022

Jaro Education

- Counsel Professionals on various programs sold by various top Indian & International Institutions.
- Develop deep Customer knowledge and influence through forging Executive Relationships and Identify prospects and develop sales strategy to secure New Business and Close Deals.
- Also includes with Competitive Analysis, Co-ordinations of Presentations and Proposals, Follow up with target audience direct Email Campaigns and Activities Co-ordinated with a Proper plan and Approach.
- Involves effective communication on various levels that result in good sales and better Revenue Generation.

Sales Manager

Nov 2020 - Aug 2021

WhiteHat Jr

- Monitored customer Buying Trends, Market conditions and Competitor actions to adjust strategies and Achieve sales goals.
- Maintained relationships with customers and found new ones by Identifying needs and Offering appropriate services.
- Managed order cycle to enhance Business Development to Maintain sustainability and Customer satisfaction. Reduced expenses by effectively negotiating Contractor Prices, Terms and Services Agreements.
- Developed strategic relationships with key suppliers and clients to faster profitable Business Initiative.

Crew Leader

Oct 2018 - Mar 2020

Infinity Global Management

- Personality Development and Sales Trainer for newly joined employees.
- As a Crew Leader managed a Team size of 12 people.
- Reinvented how the team interacts with prospective clients by developing innovative and creative sales pitch that was implemented into Sales Team Strategy.
- Trained and Coached a team of 12 Sales Associate focused on servicing leads through B2B Sales & Marketing.
- Win above Industry standard rewards and Incentive by achieving Target.

EDUCATION

Masters Of Business Administration (MBA) Finance

Feb 2021 - Sep 2022

Mother Teresa PG College

Bachelor Of Commerce (B.Com)

Jul 2016 - Oct 2020

Bharat Degree College

12th Intermediate (CEC)

Jun 2014 - Apr 2016

St. Pious Junior College

10th SSC

Apr 2014

Geetanjali High School