



# CHANDANA NAIR

Sales & Marketing professional with 10 years of experience driving profitability through strategic growth & leading teams. Fiercely competitive in my approach to acquire business and able to handle complex situations from a strategic perspective.

## EDUCATION

<b>MBA – International Business</b> ICFAI University, Sikkim	<b>Jul 2018</b>
<b>BTech – Electronics &amp; Communication</b> MG University, Kerala	<b>Jul 2013</b>

## WORK EXPERIENCE

<b>Senior Account Manager</b> Promolta IT Solutions Pvt Ltd, Bangalore.	<b>Jan 2022 – Present</b>
<ul style="list-style-type: none"><li>▪ Carry out direct communication and negotiation with top tier clients.</li><li>▪ Upselling and cross-selling company services.</li><li>▪ Building high quality partnerships with clients and helping retention.</li><li>▪ Strategizing in acquiring old clients.</li><li>▪ Training and mentoring team members to up-skills.</li><li>▪ Developing and implementing a timeline to achieve targets and delegating tasks to team members.</li><li>▪ Oversee day-to-day team’s operation and conducting quarterly performance reviews.</li></ul>	
<b>Relationship Manager</b> IndusInd Bank, Bangalore.	<b>Mar 2021 – Sept 2021</b>
<ul style="list-style-type: none"><li>▪ Build long term relationship with clients and customers.</li><li>▪ Research and pursue new business opportunities.</li><li>▪ Ensure new sales and cross-selling.</li><li>▪ Want to address and resolve existing customer issues.</li><li>▪ Ensure client satisfaction.</li></ul>	
<b>Account Manager- Client Servicing &amp; Marketing</b> Excito Events, Trivandrum.	<b>Jun 2017 – Aug 2020</b>
<ul style="list-style-type: none"><li>▪ Build relationships with client based on trust and respect.</li><li>▪ Identifying industry trends.</li><li>▪ Keeping accurate records pertaining to inventory and account notes.</li><li>▪ Deal with client requests and troubleshoot problems.</li><li>▪ Participate in market campaigns.</li><li>▪ Inspire repeat business from clients.</li><li>▪ Generating new business leads.</li></ul>	

## PERSONAL INFO

### Location

Bangalore

### Phone number

+918086141144

### Email id

[chandana.04nair@gmail.com](mailto:chandana.04nair@gmail.com)

## INTERESTS

- Reading
- Dancing
- Traveling
- Spending time with my pets

## LANGUAGES

- English
- Hindi
- Malayalam
- Tamil
- Arabic

**Accounts and Marketing Administrator**  
Khimji International LLC, Sultanate of Oman.

**Sept 2014 – Mar 2017**

- Manage administration of Accounts and Marketing section.
- Execute online promotional strategy through various social network.
- Expand dealer market and have regular meetings to ensure smooth flow of business.
- Execute measures for promoting and carrying out marketing activities.
- Maintain customers and assist in generating marketing reports.

**Business Development Associate**  
Yarab Technologies Pvt Ltd, Trivandrum

**Jul 2013 – Aug 2014**

- Identify and help to develop strategic relationships with partners or potential customers in UK.
- Assists in the development of a strong pipeline of new customers and projects in accounts through direct or indirect customer contact and prospecting.
- Increasing the value of current customers while attracting new ones.

I hereby bring into your notice that above mentioned information is true to the best of my knowledge. I bear the responsibility for the correctness of the above-mentioned particulars.

Place: **Bengaluru**

**CHANDANA NAIR**