

NISHA SHAH

ACCOUNT MANAGER

CONTACT



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Bengaluru, KA, India

SKILLS

- Prospecting and Lead Generation
- LinkedIn Sales Navigator
- Salesforce CRM
- Proactive Problem-Solving
- Result Oriented Mindset
- Building Relationship
- Ethic Collaborative Teamwork
- SaaS
- Stakeholder Management
- Team Leadership

EDUCATION

B. Sc. In Hospitality

IHM, Sikkim

2015-2018

OTHER EXP

Senior Executive, Unbound, Gurugram

Nov'19 to Apr'20

F&B Senior Associate, Together at 12th, Gurugram

Nov'18 to Nov'19

F&B Associate, Pullman, Accor Group, New Delhi

May'18 to Nov'18

LANGUAGES

English Bengali

Hindi Nepali

PROFILE

Detail-oriented and results-driven Sales Specialist with nearly 3 years of experience in identifying and prospecting potential customers, conducting thorough research, and exceeding sales development targets. Adept at leveraging various channels and sales tools to drive growth. Seeking to contribute my proven track record and dynamic skills to an enthusiastic and dynamic startup or company.

WORK EXPERIENCE

Sales Consultant

Altium Designs, Bangalore

May'23 to Present

- Successfully executed outbound sales activities to consistently meet and surpass SQL targets within assigned geographical regions and ideal customer profiles.
- Consistently qualified leads based on predefined criteria, ensuring alignment with the target customer profile and enhancing sales team efficiency.
- Facilitated appointments and product demonstrations for the sales team with qualified prospects.
- Demonstrates strategic acumen by identifying prospects and crafting personalized solutions to fulfil customer demands effectively.
- Collaborated closely with the sales team, ensuring a seamless handover of leads and maintaining accurate customer information in the CRM system.
- Participate in regular sales meetings and provide feedback on the effectiveness of the demos.
- Working with cross-functional teams to provide visibility to the customer.
- Exemplified an independent work ethic, consistently taking the initiative to identify opportunities and drive results, while also collaborating with cross-functional teams to enhance overall sales strategies

Sales Consultant

Anzy Global, Bangalore

Sept'22 to Mar'23

- Proficiently uncovered and targeted potential customers using diverse methods such as cold calling, email outreach, and leveraging social media and other sales tools.
- Leveraged advanced sales technologies, specifically LinkedIn Sales Navigator, to identify and connect with prospects, increasing lead generation and conversion rates.
- Communicated persuasively and effectively through written correspondence and verbal interactions, facilitating productive engagements with prospects and clients.
- Formulated an effective business expansion strategy, encompassing new client acquisition and nurturing and growing existing client relationships.
- Fostered close collaboration with the sales team, ensuring a seamless transition of leads and upholding precise and up-to-date customer data within the CRM system.
- Resolved client challenges and guaranteed their contentment throughout their active account tenure.
- Established a connection between expectations and execution, leading to a streamlined process for exceeding client expectations and implementing corrective actions.
- Demonstrates adeptness in recognizing opportunities and crafting customized solutions for diverse customer requirements.

Account Manager

Urban Piper, Bangalore

June'21 to Aug'22

- Achieved dual lead growth via adept cold calling, email outreach, and advanced tools like LinkedIn Sales Navigator and Salesforce, doubling conversion rates on an enterprise level.
- Conducted comprehensive research to understand customers' needs, pain points, and challenges, leading to personalized and effective sales pitches.
- Conducted comprehensive product demonstrations and guided clients through the user experience to aid their understanding of the software.
- Demonstrated exceptional problem-solving skills by proactively addressing challenges and overcoming obstacles, ensuring seamless sales operations and customer satisfaction.
- Maintained a deep understanding of the products and industry trends to convey our value proposition to potential clients.
- Working closely with the onboarding team to guarantee a seamless go-live experience for clients.
- Collaborating with Product Owners to strategically forecast and prepare for upcoming user experience and service quality changes.
- Collaborated seamlessly with cross-functional teams (Marketing, Finance, Integration, and Customer Success) to strategize and ensure optimal customer experiences, fostering success and satisfaction.
- Consistently surpasses sales targets and KPIs, showcasing sustained revenue growth and exceptional performance in achieving goals.

Business Development Executive

Mastree, Bangalore

Sept'22 to Apr'21

- Build and cultivate key customer connections and drive new customer growth through proactive calls.
- Nurture relationships with current and potential clients.
- Monitor and optimize pipeline to meet goals and exceed sales targets, fueling revenue growth.