**Raj kumari**

**Email :- mydestination912@gmail.com**

Contact no. :- +91-7696673201

**Career Objective:-**

To work in your organization which offers me a chance to grow and learn and where I can contribute to the best of my abilities towards growth of the organization and the society as a whole.

**Educational Qualification:-**

* B.A from **H.P University** Shimla.
* Secondary Education from **H.P.B.S.E** Dharamshala.
* High school Education from **H.P.B.S.E** Dharamshala.

**Technical Qualification:-**

* Three year diploma in **Comp. Engg.** From **H.P Tech. Board Dharamshala**.

**SUMMER INTERSHIP:-**

Subject : PHP

Name of organization : Uni Tech. solution Chandigah

Duration : 45 days

Minor Project : Real Estate

Major Project : Glimpse of Holy Shrines of UNA

**Work Experience:-**

* 6 Months as a **Telemarketing Executive** in **Just Dial Pvt. Ltd. Chandigarh.**
* 1 year as a **Senior CSR** and **Fashion stylist** in future **lifestyle fashion limited in Mohali central**.
* 6 Month experience as a **Senior Telemarketing Executive** in 1ne Click Online Pvt. Ltd. Ludhiana.
* Currently working as an **Inside Sales Head** in **Big Ideaz c/o** **Fair Click India**, Mohali From July 2016 .

**Job Responsibilities:-**

* Managing complete inside sales process and customer support for new prospects, from initial contact through to closure from including distribution, customer service and sales.
* Leading team of Telemarketing executives mentoring them about product knowledge & how to present.
* Monitoring performance of the team and assigning sales target to increase revenue generation.
* Provide Information to the customer and arrange meeting with customer.
* Allocating areas to Tele sales executives and managing staff resources according to changing needs.
* Dealing with customer enquiries in-person, over the phone or via E-Mail; contacting prospective customers and discussing their requirements
* Developing sale proposals, quotations, and pricings .

### Significant Achievements:-

* Training sales staff tele executives.
* Achieve Individual and Team Targets, Maintaining Sales records.
* Reviewing Tele team sales performance, aiming to meet or exceed targets.
* Closely monitored competitor activities in **North Zone** areas to identify business opportunities and challanges. Achieved sales targets for **Google AdWords, Google 360 View, Google My business, Facebook ads, Website Making, SEO, etc.**

# Extracurricular Activities:-

Participated in:

* Two times participated in Children Science Competition in zonal Level in school time.
* kho - kho game in Zonal level and Distt. Level as a player and Two times as a Captain .
* Inter college athletics 200meter race competition& culture activities in college.
* Inter college Debate Competition on Environment day And Engg. Day celebration .

**Language known:-**

* English
* Hindi
* Punjabi

**STRENGTHS:-**

* Self Confidence
* Sincerity ,Honesty, Leadership Quality
* Easily adaptable to situation
* Team leader

**HOBBIES:-**

* Art & Craft
* Drawing & Painting
* Listening music
* Reading story books and novels
* Playing Games

**Personal Synopsis:-**

Husband’s name: - Amit Sharma

Marital Status: - Married

Date of birth : - 12th /Sep/1994

**DECLARATION:-**

I hereby declare that the information given above is completely true & best of my knowledge & belief. I assure you if give me chance of work with your organization , I will be surely give you excellent result.

**Date:**

**Place:** **Raj kumari**