

SOMA DEB

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PROFESSIONAL SUMMARY

Sales Professional with diverse experience of 06 years in sales, support, marketing and solution selling. Established strong working relationship with customers. Proficient in management of sales operations. Possess strong communication and inter personal skills.

WORK HISTORY

Sales Assistant

Koenig Solutions

11/2022 - 07/2024

- Handled accounts for businesses and acquired new business on a weekly target basis
- Understood clients need and pitched product according to their need
- Regular use of CRM to maintain records
- Conducted meetings with Individual and Business entities and successfully concluded into deals
- Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns
- Acquired business from domestic and international market.

Inside Sales Specialist

WileyNXT - Bangalore

01/2022 - 11/2022

- Accountable for generating business; exceeded targeted sales goals through continuous pursuit of new sales opportunities and expert closing of customer deals
- Played a key role in generating revenue worth INR 30 Lakhs
- Acquired new as well as referral accounts
- Emphasized product features based on analysis of customers' needs
- Maintained logs and records in the system
- Determined needs, delivered solutions and overcame objections through consultative selling skills
- Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns
- Handled domestic and international market
- Led a team of 9 members and supported them in handling the customer queries
- Took sessions for the new members joining the team.

Student Success Specialist

BYJU'S The Learning App - Bangalore

06/2021 - 11/2021

- Facilitated academic and cognitive assessments to provide resource referrals according to individualized needs
- Successfully handled student inquiries and resolved problems related to curriculum and course prerequisites
- Directed students in clear definition of problem statement, precise research questions, proposed methodology and literature review
- Maintained student database and electronic records for each student contact
- Assisted students in selecting courses to align with interests and abilities

Data Entry Specialist

System

08/2019 - 05/2021

- Handled the responsibilities pertaining to Market Research, Data Entry and Social Media Management
- Compiled data and reviewed information for accuracy prior to input
- Ensured timely updating the database
- Evaluated source documents to locate needed information
- Located and corrected data entry errors and reported to management
- Searched, extracted and interpreted information to determine correct input procedure.

Marketing Officer

Lynchpin India

09/2016 - 07/2019

- Key role in retaining the existing accounts and successfully acquired new clients
- Organised various events and exhibitions
- Provided assistant to the call-in customers with questions and orders
- Supported sales team with administrative assistance such as coordinating paperwork and responding to basic inquiries
- Identified the customer requirements based on the market research
- Measured and reported on results of marketing initiatives
- Wrote copy for social media posts, promotional emails and other marketing collateral.

SKILLS

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|---------------------------|--|
| • Relationship Management | • Customer Relationship Management |
| • International Sales | • Time Management |
| • Cold Calling | • Leadership |
| • Salesforce.Com | • Communications |
| • Research | • Business To Business |
| • Data Entry | • Closing (Sales) |
| • Market Research | • Sales |
| • Management | • Languages |
| • Consultative Selling | • English |
| • Data System | • Hindi |
| • Social Media | • Bengali |
| • Project Coordination | • Assamese |
| • Domestic Sales | • Profile |
| • Coordinating | • Sales Professional with diverse experience of 06 years in sales, support, marketing and solution selling. Established strong working relationship with customers. Proficient in management of sales operations. Possess strong communication and inter personal skills |

EDUCATION

Bachelor of Science
Pandu College - Guwahati

06/2016