



Shahnaz

Sales Specialist

My Contact

✉ shahnaz810@gmail.com

☎ +91 7002162125

📍 Guwahati, Assam

Competencies

- Market research and planning
- Networking
- Negotiation and pitching
- Customer feedback and improvement
- Competitor monitoring

Technical Skills

Microsoft Office Suite:

- Excel: Advanced data analysis and functions.
- PowerPoint: Creating impactful presentations.

CRM Systems:

- Freshworks: Managing customer interactions.
- Salesforce: Sales tracking and reporting.
- HubSpot: Lead management and marketing automation.

Education Background

Sharda University, Greater Noida
Master of Science in Microbiology
Graduated: 2021
GPA: 80.0%

Pragjyotish College, Gauhati University
Bachelor of Science in Zoology
Graduated: 2019
GPA: 75.0%

About Me

I am a strategic and turnaround sales specialist with reputation as a top performer in identifying and meeting customer needs to exceed business objectives. Demonstrated strengths working with people at all levels – customers, managers and colleagues – with substantial leadership and mentorship experience.

My experience helped me develop expert knowledge of the sales process and client handling. I am highly motivated to continue learning and improving my craft in any challenging environment.

Professional Experience

Magic Wand Empowerment Pvt Ltd – Iron lady

July, 2021 – November, 2022

Associate Cluster Head

- Mentored and guided leads through the entire sales cycle, improving team performance and driving successful outcomes in a competitive market.
- Utilized consultative selling techniques to assess client needs and deliver tailored solutions, fostering long-term customer relationships.
- Led highly productive sales calls, demonstrating the ability to provide custom solutions in response to unique client challenges and scenarios.

Admission Manager

- Connected with U.S. Prospects through personalized calls, emails, and demos, aligning music programs with their passions and goals.
- Fostered strong relationships, driving enrollments and growth through tailored solutions and mentorship.
- Enhanced experiences, leveraging feedback and market insights to boost satisfaction and revenue.
- Led a high-performing team, empowering counselors to exceed sales targets and thrive in their roles.

Spardha Learnings Pvt Ltd

November, 2022 – Present

Sales Manager

- Supervised and monitored the progress of a high-performing admissions team, ensuring the achievement of monthly and quarterly targets.
- Developed individualized roadmaps for team members, providing ongoing training and support to enhance their skills and performance.
- Analyzed key performance metrics, prepared detailed reports, and communicated insights to the CEO and COO to influence strategic business decisions.