

# PRIYA JAISWAL

## Business Development Professional

### CONTACT

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### EDUCATION

#### BMS GRADUATE

Viva College (Mumbai University)

2016 Passout

### SKILLS

Team Player

Focused

Good time management

Target oriented

Good negotiation skills

### TECHNICAL SKILLS

MS Word

MS Excel

MS Powerpoint

### ADDRESS

G/703, Gagan Marvel, Agarwal,

Vasai (East), Mumbai.

### SUMMARY

I thrive on intense research, database & understanding the mindset of the customer. This has been part of my process for being a result oriented business development executive.

### RELEVANT WORK EXPERIENCE - 2.6 YEARS

#### BUSINESS DEVELOPMENT EXECUTIVE

Globalfair Technologies Pvt. Ltd.

5 March 2021 - 28 Feb 2023 (2 years)

- Sales of products like tiles, natural stone, cabinets, quartz, vinyl flooring, cabinets in the US building material supply industry.
- Generating & updating leads on HubSpot & Excel.
- Arranging meeting or call back with the sales manager.
- Guiding & updating teams for weekly reports.
- Focusing on customer service excellence.

#### CUSTOMER SUCCESS MANAGER

My Budget Homes

17 Sept 2020 - 25 Feb 2021 (6 months)

- Calling clients and inviting them to visit commercial & residential properties.
- Follow up on leads and confirming site visit.
- Regular meeting with Sales team.
- Advise and suggest best properties as per the client requirement.

### OTHER WORK EXPERIENCE - 4.5 YEARS

#### ANALYST

KPMG

24 Aug 2016 - 4 Nov 2020 (4.5 years)

- Processing Dealer Claims for Audi & Volkswagen.
- Check the integrity of the documents submitted by car dealers.
- Make sure the discount is passed on adequately to the customer.
- Evaluate documents for multiple types of claims i.e., corporate, normal consumer claims, loyalty and exchange cars, new cars vs old cars.
- After sales (Goodwill, Customer engagement Actives, Mobile service Unit, Car care Kit).