**Nitesh Chandel**

**Mumbai, Maharashtra - 401023**

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**Professional Summary:**

"Highly motivated and results-driven sales and marketing professional with overall 2 years of experience in the different industry (Hospitality, US Recruitment, Staffing & IT Sales, Sales and Marketing). Proven track record of success in generating leads, closing sales, and developing and implementing successful marketing campaigns. Skilled in customer relationship management and able to consistently exceed sales targets. Strong oral and written communication skills and teamwork skills, with a passion for driving business growth and building strong brand awareness."

**Education Details:**

* MBA in Marketing Management from NMIMS. 2021 to expecting 2023
* BSC in Hospitality Management & Tourism Studies from Rizvi college of Hotel Management. May 2021
* HSC in Science from Viva College. 2017

**Certification**

Pursuing Google Digital Marketing & E-commerce Professional Certificate

**Work Experience:**

**Talent Junction LLC, California, Bay Area (Remote) Feb 2022 to Present**

**Ass. Account Manager**

**Roles & Responsibility**

* I oversaw a team of 5 employees that answered to me and a team lead who had 5 employees.
* I follow 7 steps of Recruitment i.e.

Planning, Analysis, Searching, Screening, Engagement, Selection & Onboarding.

* Lead Management, Lead Generation, & CRM
* Handling & managing the clients’ account i.e. Capgemini, Quest Global & Persistent System.
* Worked with various Implementation client and end client such as Amazon, Hp, Dell, Verizon, Yahoo, Apple, & Meta etc.
* Attending Meets to understand the clients’ requirements.
* Maintaining & tracking the data of opened and closed requirements in excel.
* Managing the requirements and assigning it to the team accordingly.
* Account Delivery manually and via portal.
* Scheduling interviews , Handling MSA & paperwork
* Managed employee training for 10 new hires over a period of 12 months offering continuous guidance and mentorship on best practices while providing constructive feedback for their performance improvement.
* Took internal hiring interview for the company with Talent Acquisition.
* Helped the company to achieve the target growth with detailed oriented data.

**Environment:** Excel, Word, MS Outlook, SAP FG, Ceipal ATS, Job Boards i.e. (Monster, Dice, Career Builder, & TechFetch)

**Mahindra Holidays, Andheri, Mumbai (On-site) July 2022 to Feb 2022**

**Management Trainee - Relationship Manager (Sales & Marketing)**

**Roles & Responsibility**

* Online Research, Lead Generation, Cold Calling, creating funnel.
* B2B & B2C Sales pitch
* Marketing and promoting product by organizing events, seminar, & other promoting activity.
* Sales pitch virtual or physical meets.
* Closing sales handling paperwork.
* Pre-sales and post-sales assistance

**Environment:** Excel, Word, MS Outlook, M-Power, & M-Connect

**DWTC, Dubai, UAE (On-site) Nov 2019 to Nov 2019**

**Floor Manger (Internship)**

**JW Marriott, Juhu, Mumbai (On-site) May 2019 to Sep 2019**

**Trainee (Internship)**