

SAJAL JAIN

PROFESSIONAL SUMMARY

Seeking a challenging role in the **sales department** with businesses in B2B as well as B2C. Highly motivated to help the organization strengthen its customer relationship by identifying prospects. Possess the skills to present a product or service to the clients in a professional manner.

EXPERIENCE

Hanuman Trading Co.

Sales Manager | June,2019 – Mar,2022

- Ensure customer satisfaction and retention by providing responsive customer support.
- Build and maintain business documentation.
- Increase productivity by using software to organize, track customers and add feature requests.
- Communicate with customers to update the product after sales-service and create strategies.

INTERNSHIP

VISHAL MEGA-MART

Internship Trainee | May 2021 – July,2021 (MBA)

Vishal Mega Mart Private Ltd. gave me a feel of the real working atmosphere. It enhanced my horizons about how the members of the organization work as a team, coordinating with each other, and their interdependence on each other. I became aware of the synergy effect i.e., how different members in different profiles produce greater results with co-ordination.

- It helps to understand how to tackle work pressure and meet deadlines.
- Awareness about the shrinkage control policy of the company.
- Knowledge about how to handle customer grievances.

MUNSHIPANNA SPICES PVT LTD.

Internship Trainee | May 2018 – July,2018 (BBA)

Munshi panna spices Pvt. Ltd. has set up five state of the art plants for meeting the ever growing demand. The company procures raw material directly from the centers of produce to maintain uniform taste and quality. The raw material is first cleaned, dried and tested with the help of special machines.

CONTACT INFO

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CORE SKILLS

- Competent in MS Suite
- Social skills
- Project Management skills
- Strong networking and analytical skills
- Quick Learner
- Proactive, initiative, creative and engaged

AWARDS & ACHIVEMENTS

- Part of cultural team in college (AKTU)
- First prize in dramatics (GLA 3 YEAR)
- Member of Green hands Organisation , Agra (AKTU)
- 3 Prize in Hunting Contest in College (GLA 2 YEAR)

- Generate distributor leads, manage sales, and enhance sales with food service clients within the defined regions
 - . Drive spice product-wise primary sales growth and secondary penetration in food service (hotels, restaurants, catering, etc.) outlets in the territory
 - . Manage distributor
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EDUCATION

MASTER'S IN BUSINESS ADMINISTRATION (62.8%)

2019- 2022 | ABDUL KALAM UNIVERSITY , LUCKNOW

- CONSUMER BEHAVIOUR
- MANAGEMENT ANALYTICS
- SALES & OPERATIONS MANAGEMENT

BACHELOR IN BUSINESS ADMINISTRATION (68.92%)

2016- 2019 | GLA UNIVERSITY,MATHURA

- CONSUMER STRATEGY
- INFORMATION MANAGEMENT
- STRATEGIC MANAGEMENT

HIGHER SECONDARY EXAMINATION (CLASS 12) (69%)

2015- 2016 | DELHI PUBLIC SCHOOL,AGRA

SENIOR CLASS (CLASS 10) (68%)

2013- 2014 | DELHI PUBLIC SCHOOL,AGRA

SOCIAL CONTRIBUTIONS

ROBIN HOOD ARMY, AGRA , U.P -VOLUNTEER

01 JULY 2021 - ONGOING

- Volunteered to help in uplifting the lives of underprivileged kids, their families & communities.
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INTERESTS & HOBBIES

- PLAYING BADMINTON
 - ART & CRAFT
 - INTERNET SURFING
 - BINGE-WATCHING
 - TRAVEL
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LANGUAGES

- ENGLISH
- HINDI