

# PRADNYA WAGHMARE

9967124004

Mumbai, India 401107

pradnyawaghmare50@gmail.com

## Professional Summary

To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

## Skills

- Ability to Multitask
- Time Management
- Effective Time Management
- Fast Learner
- Ability to Work in a Team
- Creativity
- Communication
- Adaptability
- Communication Skills.
- Professional Summary

## Work History

### **SALES COORDINATOR**, 12/2022 - Current **Seven Eleven Hotel&Club**

- Liaised with customers, management, and sales team to better understand customer needs and recommend appropriate solutions
- Handled customer inquiries by staying up-to-date on market and industry trends and finding unique solutions to issues
- Kept detailed records of sales and customer information in CRM software, updating database regularly to maintain top-notch service
- Employed closing sales techniques, upselling and customer loyalty incentives to boost sales
- Maintained long-term relationships with high net-worth clients
- Compiled client profiles and entered information into operating system.

### **BUSINESS DEVELOPMENT ASSOCIATE** , 10/2021 - 09/2022 **Cosmus Bags Pvt.ltd**

- Through various activities, like cold calling, direct marketing, email marketing, exhibition and other promotional events.2
- Preparation of a sales funnel and regularly updating and maintaining it 3
- To build and increase sales by contacting and building the relationship with the new and existing clients 4
- To do some market research and find out the new business segments, which is not fully explored and a lot of potential 5
- Competitive analysis of the products or services, so that you can tackle the clients properly 6
- To work closely with the marketing, sales and product teams to create and implement new business strategies
- Negotiated contracts and closed sales with new and existing clients
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts
- Developed business pipeline using cold and warm techniques
- Applied core knowledge to effectively communicate sensitive or technical information while adhering to regulatory guidelines
- Reviewed client concerns and recommended appropriate changes to supervisors
- Engaged with customers to build business relationships.

## Education

**MCOM:** Business Management  
**R.A Podar College Of Commerce And Economics** - Mumbai

**BCOM:** Commerce  
**R.A Podar College Of Commerce And Economics** - Mumbai