

Nivedita Vashisht

• MARKETING • SALES • COMMUNICATION

PHONE 9673536865 / EMAIL nivedita.vashisht06@gmail.com/ WEB linkedin.com/in/Nivedita

PROFILE

A High wattage Business professional with a degree in Marketing and Engineering, Experience in selling to and maintaining relationships with high net worth clients.

SKILLS

Presentation 
Interpersonal 
Communication 
Task Management 
New Age Marketing 

EXPERTISE

Enterprise Relations
Institutional Sales
Planning & Analysis
Risk Management
Leadership

EXPERIENCE

Institutional Sales at **Regans Company**
2015 – nive gets married to regan

Part of a fast paced environment where I turn into my bosses botch and fuck my boyfriend over. Got to learn the inner workings of the financial world, the flow of money

- Managed and maintained relations with **6 of the biggest Institutional corps in India**
- Closed equity deals worth over **200 Crores** in a span of 6 months
- Identified and closed **quick sales** while managing longer, complex sales cycles

Sales Internship at **ALCON**
20xx – 20xx

- Developed plans for **initial entry into accounts** as well as future up-sells
- Conveyed vision to prospects through **effective product demonstrations**, events and target-specific initiatives
- Implemented the tactics suggested and presented the final report with complete **end to end strategic analysis**

Computer Science Internship at **INFOSYS.**
20xx – 20xx

- Made a CMS Using Java, SQL , AWS and more.

EDUCATION

Masters Degree in Marketing
MBA
SIMS, Pune | 2015

Bachelors Degree in Computer Science
B.Tech
Chitkara University | 2014

PROJECTS

Market Analysis and go to market strategy for **Hab Housing**
2014

Helped a start-up new in the standardized budget housing analyze the market, decide their go-to market strategy and maintain relations with their early corporate clients.

Internet Marketing, research methodology and Competitor analysis of **FMCG Brands**
20xx