

Experience (4 year 5months)

July'2020-Present

- ☐ Effectively communicated with clients via telephone, face-to-face and written communication
- ☐ Professionally and effectively employed sales skills to achieve targeted sales
- ☐ Presented proposal and negotiated price, terms and conditions with customer
- ☐ Maintaining & Developing relationship with existing and new client
- ☐ Assist with marketing/sales initiatives including the facilitation of direct marketing campaigns, client communications and social media

- ❑ Q4 & Q1 achieved **80% of sales target** which **earned 15 lac**
- ❑ Q2 achieved **75% sales target** which **earned 16 lac**

Aug'18-Mar'2020

- ☐ Managing **Regional Sales** (South & West) for Dough Bot and pitching demo for distributors
- ☐ Responsible for complete sales cycle & lead follow up on a regular basis
- ☐ Develop solid business relationships through integrity and consistent follow up
- ☐ Identifying prospective Distributors and Demo Partners to increase business revenue
- ☐ Responsible for achieving targets within a specific region by managing a team of sales agents

- ☐ **Generated 10.5 lakhs sales revenue** of Dough bot in an International Expo i.e. AAHAR, Khadya Kurahk, in 3 months
- ☐ **Generated 6.3 lakhs revenue in 3 months through leads by presenting demo in unapproached states**

Apr'17-Aug'18

- ☐ Enhancing **customer experience & providing service** solutions to B2C customers
- ☐ Handling of a complete customer **life cycle of the customer**
- ☐ **Conducting BTL activities** in high class apartments & other institution
- ☐ Conduct market research to find answers about consumer requirements & habits

- ☐ First four months, on an average managed to **achieve 75% of the sales target**
- ☐ Q4 achieved **80%** of the sales target which earned **30 lac**

Business Analyst, Techstack Academy, 2022
MBA/PGPM, Vanguard Business School, 2017
B.com, School of Delhi University, 2014

- Team work
- Customer Service

- Time Management
- Ms word

- Phyton
- Power Point Presentation