Jagriti Sharma

**** 7259591770

Inclination to grow and strongly evolve into Integrated Communications & Branding Leadership Role with multifaceted skills & to be a great invaluable asset to the organization

Solutions Consultant		Exotic India Art Pvt Ltd 18months	July'2020-Present
0 0 0	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	itives including the facilitation of direct marketing campaigns, t	ment communications
Achiev	ements		
	Q4 & Q1 achieved 80% of sales target which earned 15 lac		
	Q2 achieved 75% sales target which earned 16 lac		
<u>Sr. Bus</u>	iness Development Executive	Mukunda Foods Pvt. Ltd 20months	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 Distribut	ors and Demo Partners to increase business revenue	
	Responsible for achieving targets	s within a specific region by managing a team of sales agents	
Achiev	ements		
	Generated 10.5 lakhs sales reve	nue 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
<u>Operat</u>	tions and Sales Manager	YLG Salon/R&R Salons Pvt. Ltd 15months	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	
Achiev	ements		
	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		
Acad	emic Qualification		
Busine	ess Analyst, Techstack Academy,2	022	

Skills

-Team work -Customer Service

MBA/PGPM, Vanguard Business School, 2017 **B.com,** School of Delhi University, 2014

-Time Management

-Phyton

- Ms word

-Power Point Presentation