

PUJA GARG

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Customer-focused sales representative with an experience of 4 years looking to leverage a history of revenue increases by maintaining established client relationships and finding new ones. Also, focused on maximizing sales by properly managing accounts and building a loyal customer base.

EXPERIENCE

OCT 2019 – PRESENT

SALES MANAGER, WOLTERS KLUWER INDIA

1. Achieve new business and renewal sales goals for Pharma Companies & Individual doctors/Students/Fellows and Residents.
2. Establishes productive, professional relationships with key personnel in assigned partner accounts.
3. Coordinates the involvement of company personnel, including support, service, and management resources, to meet partner performance objectives and partners' expectations.
4. **Manage month-end and year-end close processes**
5. Drive booth demand for industry conferences. (ISACON, APICON, RSSDI etc.)
6. **Meet with potential clients and grow long-lasting relationships by understanding their needs**
7. **Create and execute a strategic sales plan that expands customer base and extends global reach**
8. **reach**
9. **Generate leads, and build and nurture client relationships**
10. **Research consumer needs and identify how our solutions meet them.**
11. Contributes to team effort by accomplishing related results as needed.
12. Prepares reports by collecting, analyzing, and summarizing information.
13. Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching, and analyzing sales options.

MAY 2018 – AUG 2019

ASSOCIATE CONSULTANT - BUSINESS DEVELOPMENT, OODLES TECHNOLOGIES PRIVATE LIMITED

1. Generating outbound leads using Bidding portals, cold emailing & cold calling, LinkedIn.
2. Responsible for new business development, developing ongoing relationships and account management.
3. The primary area of focus is Digital Marketing, UI/UX Designing, Mobile, Applications, Web Development and SaaS (Software as a Service).
4. Establishment of a good relationships with prospects.

	<ol style="list-style-type: none"> Plan & execute different strategy that could help high client acquisition & large lead generation. Objective was to help clients out there with Digital Transformation. <p>JUNE 2017 - MAY 2018 BUSINESS DEVELOPMENT EXECUTIVE, TECHNIANS SOFTECH PVT. LTD.</p> <ol style="list-style-type: none"> Closed new business and developed negotiating strategies by coordinating prospects goals and requirements with company objectives and procedures. Generated new business and long-term account opportunities through prospecting and cold calling. Developed, coordinated, and implemented sales strategies that identified and produced new business in two different markets/ states. Strategically organized and coordinated with senior executive's new business trends to develop new services, products, and distribution of channels. Established CRM to increase sales, improve sales forecasting, and enhance account tracking on new and existing clients. 	
	EDUCATION	
	2019-2021 MASTER'S DEGREE, IMT, GHAZIABAD Post Graduate Diploma in Management- Marketing	
	2013-2017 BACHELOR'S DEGREE, MANAV RACHNA INTERNATIONAL UNIVERSITY B. Tech: Computer Science and Engineering – 8.52 CGPA	
	SKILLS	
	<ul style="list-style-type: none"> Business Development Client Relationship Management Handling Marketing Campaigns Presenting the organization in Conferences 	<ul style="list-style-type: none"> Strategy Planning Problem-solving Lead Generation Team Handling Market Research