

SANJANA VERMA

Business Solutions & e-Commerce Consultant

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Noida, India

SUMMARY

A detailed oriented e-Commerce Professional with over 2 years of experience, which has included both B2C and B2B projects. I am open to new challenges within any industry and I'm willing to work hard to reach my goals.

KEY SKILLS

- | | |
|--------------------------|------------------------------|
| ▪ Web Development | ▪ Hunger & Competitiveness |
| ▪ Digital Marketing | ▪ Confident |
| ▪ Customer Service | ▪ Interpersonal & Networking |
| ▪ Social Media Marketing | ▪ Leadership Skills |
| ▪ Account Management | ▪ Team Management |
| ▪ Sales | ▪ Mentorship |

EXPERIENCE

E-commerce Consultant

GetMeAShop.com (Times Internet Venture)

Nov 2016 – Till Date

All aspects on online business's web presence including Search, Surf & Social.

Awarded with the Sales Achiever Award for attaining the maximum sales in a quarter.

- Responsible for the acquisition of new clients through business to business telephone sales.
- Prospecting small and medium size businesses.
- Subject Matter Expert/ Product Expert
- Managing and growing accounts in all India.
- Mentor to assist new sales representatives.
- Competitor Analysis
- Gave in depth presentations of company products or demo to qualified clients.
- Upheld an up to date understanding of the e-Commerce industry and market.
- Maintained detailed record of client accounts and contact information.
- Execute effective product demonstrations
- Follow up with prospective clients , negotiating and closing deals
- Attending sales group meetings concerning sales targets, forecasts, and reporting on market situation and competition
- Ensuring client satisfaction and getting repeat /new business.

Marketing Intern

Punjab National Bank

June 2015 – Sep 2015

- Studied different Banking Products.
- Survey through Questionnaire
- Analyzed the working of Branches
- Understand the Campaigns through different Banks

Project Reports / Surveys

Research Project Report - Marketing

Study of Consumer Preferences in Purchase of Bathing Soaps.

Business Research Management Report – Marketing

Consumer Behavior towards Ayurvedic and Allopathic Medicines for Diabetes

EDUCATION

MBA in Marketing & HR	2016	AKGIM, Ghaziabad
BBA in Marketing	2014	IMS, Dehradun
XIIth	2011	CBSE Board
Xth	2009	CBSE Board

STRENGTHS

- | | |
|------------------|-----------------|
| ▪ Self Motivated | ▪ Discipline |
| ▪ Hard Working | ▪ Determination |
| ▪ Enthusiasm | ▪ Dedication |
| ▪ Creativity | ▪ Communication |

LANGUAGE

English	● ● ● ● ●
Hindi	● ● ● ● ●
Punjabi	● ●