



# VISHAL MENARIA

Sr. Executive – Corporate Sales

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<https://github.com/vishalmenaria>

## EDUCATION

B.SC.

**Mohan Lal Sukhadia University**  
**Udaipur**  
2024

M.B.A.

**Sir Padampat Singhania University**  
**Bhatewar**  
2024- 2026  
(Expected)

## SKILLS

- **Corporate Sales Support & Outreach**
- **Lead Management & Pipeline Tracking**
- **Business Documentation & Reporting**
- **Market Research & Opportunity Mapping**
- **Presentation Development & Client Coordination**

## LANGUAGE

English

Hindi

## About Me

MBA student in Business Analytics & Marketing with internship experience at IIM Udaipur (Executive Education Department). Developed practical exposure in sales reporting, client engagement support, and market analysis. Adept at preparing business documents, maintaining lead records, and assisting in corporate outreach. Seeking to grow in a B2B sales environment where relationship-building and communication are key.

## WORK EXPERIENCE

April 2025 - June 2025

### **IIM Udaipur Executive Education Sales Team** Data Analyst

- Assisted the team in tracking program inquiries and enrollment records to support decision-making.
- Prepared Excel-based reports highlighting enrollment status, revenue contribution, and follow-up needs.
- Helped in structuring presentations and documents used for outreach to corporate clients.
- Researched potential organizations and executives suitable for upcoming programs.

## CERTIFICATIONS

Meta Data Analyst Professional Certificate  
Sales and CRM Overview by Salesforce  
Fundamentals of Visualization with Tableau  
Sales Training: Building Your Sales Career by Hubspot