

Manisha Singh Thakur

Franchise Sales Executive

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Performance-oriented Sales Woman with impressive track record of improving sales and growing company customer base over 5 years career into sales & with exceptional communication abilities Sales Commando with strategic and analytical approach to solving problems, & generate Revenues for the company.

Skills

- Confidence - maintaining positive attitude.
- Resilience - communicating with conviction.
- Active listening - understanding customers' needs.
- Active listening skills
- Entrepreneurial spirit - continual self-improvement

Work History

2022-07 - Current

Business Development Manager

Pacific Global Ltd., Ahmedabaad

- Maintaining extensive knowledge of **Territories and Franchise** services to provide **top-notch expertise** to customers.
- Having **Track Records of Success for Achieving Success** in Franchise sales again & again.
- Planned marketing initiatives and **leveraged referral networks** to promote business development.
- Engaged in **product training, demonstrations, consumer awareness, branding, and acquisition** initiatives to raise awareness and revenues.
- Used **SalesForce** to handle current portfolio and prospective leads.
- Collaborated with upper management to implement continuous **improvements and exceed team goals.**
- Negotiated **contracts and closed sales with new and existing clients.**

2021-05 - 2022-06

Business Development Executive

Extramarks Education Pvt. Ltd, Ahmedabad

- Calling 70-80 Leads per day and get bookings out of to conduct home demo with parents.

- Physically meet customer and give them detailed presentation of our product.
- Develop and maintain strategic long term trusting relationships with high volume customers to accomplish organic growth.
- Communicate company products and services via Calling and E-mail and also build relationships in order to uncover prospect needs.
- Document and update CRM with daily activities as required.
- Manage pricing negotiations and maintain healthy relationships with clients.

2019-09 - 2021-04

Marketing Coordinator

United Phosphorus Ltd, Jaipur

- Coordinating sales team by managing schedules, filing important documents and communicating relevant information
- Ensuring adequacy of sales-related equipment or material
- Responding to complaints from customers and give after-sales support when requested
- Store and sort financial and non-financial data in electronic form and present reports
- Handle processing of all orders with accuracy and timeliness
- Monitor team's progress, identify shortcomings and propose improvements
- Ensure adherence to laws and policies

2016-10 - 2019-08

Sales Representative

VKI, Tata Motors Dealers, Vaishali Nagar, Jaipur

- Reached out to potential customers via telephone, email and in-person inquiries.
- Cold call prospective buyers to generate new business when necessary.
- Demonstrated features and options on all vehicles in inventory.
- Answered basic customer queries about financing and other optional financial products.
- Promoted company's services and finance department with buyers to ensure customer loyalty.
- Performed vehicle delivery for buyers after purchase has been completed.

Education

12th

ST. JOSEPH SR.SEC. SCHOOL - SAWAI MADHOPUR

10th

NEW RED ROSE SCHOOL - SAWAI MADHOPUR (RAJ)

BBA

JAIPUR, JAIPUR NATIONAL UNIVERSITY - JAIPUR

2021-01 - Current

MBA: Marketing

JAIPUR NATIONAL UNIVERSITY - JAIPUR

Accomplishments

I achieved the "Big Shot" Award for Generating the Single Sales of 75k in the first 15 days of Joining.
Also made my Position for "Bulls-eye" Award for highest Conversion of Demos to Sales. Which required 70% conversion rate with 10 demos.)

Languages

- English

Advanced
- Hindi

Advanced