



# Karishma Behl

Client Servicing

## Contact

**Address**  
New Delhi , India 110092

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## Skills

Upselling  
Advanced

Account development  
Advanced

Brand Management  
Upper intermediate

Goals and performance  
Advanced

Lead prospecting  
Advanced

Relationship building and management  
Advanced

My career objective is to pursue a challenging career in an organization , which will utilize my skills and enable me to improve further and contribute to the success and growth of the organization.

## Work History

2022-08 -  
Current

### Business Development Manager

*Finlinker Solution Private Limited, New Delhi*

- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Generated new business with marketing initiatives and strategic plans.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.
- Performed client research and identified opportunities for account growth, account penetration and market expansion.

2021-06 -  
2021-12

### Account Manager

*DOTPE, NEW DELHI*

- Developed highly profitable pipeline based on multiple sales penetration techniques.
- Built and strengthened long-lasting client relationships based on accurate price quotes and customer-centric terms.
- Identified key entry points to enhance market penetration and effectively analyzed data increase profitability.
- Cross Selling Up Selling
- Oversaw new business development and customer servicing.

2021-02 -  
2021-06

### Learning Consultant

*Great Learning , New Delhi*

Learning Consultant for a professional Data Science and Engineering Program.

Pitching target and potential customers by phone to explain post graduate program in data science and engineering

Asking questions to understand customer requirements and close sales

Providing 360 degree solution to the candidate related to program including installments and loans

2019-01 -  
2020-06

**Retail Sales Manager**

*servicing, Dineout- Times Internet Limited, New Delhi*

- Key responsibilities included from getting restaurant partners onboard to client servicing and then retaining them
- Responsible for managing the marketing campaigns of restaurant partners
- Acquiring new restaurants cafe's and Qsr's onboard on the platform of dineout pay
- Good Hands on Salesforce
- Coordination with other teams to make the restaurants live on the application by completing various steps in the process
- Client servicing through working closely with the client's teams, understanding campaign briefs and delivering meaningful campaign strategy
- Research and prepare client reports, marketing communication plan and conduct in person meetings.

**Education**

2017-07 -  
2019-08

**PGDM (Post Graduation Diploma: Management, Marketing and Human Resources**

*Jagannath International Management School - New Delhi, DL*

2014-07 -  
2017-04

**B.com**

*Maitreyi College, University of Delhi - New Delhi, DL*

2012-04 -  
2014-04

**10th And 12: Commerce**

*The Hillwoods Academy - New Delhi, DL*

## Accomplishments

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- Certificates
- Certified for participation in ENTREPRENEURSHIP WEEK in Jims, Kalka ji
- Certified for organizing various events in Matreyi college
- Certified for contributing as a diligent member of Core team for
- Comquest , Jesus and Mary college in collaboration with Jagannath International Management school
- Certified as Livon Campus Ambassador.