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Chandigarh

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SKILLS

- Sales & Marketing
- Leadership
- Relationship Building
- Problem Solving
- Data Analysis
- Process Improvements

EDUCATION

BA LLB (Hons)

Maharaja Agrasen University, India, Badli, Himachal Pradesh

2015 - 2020

- Various case studies in accordance with criminal and civil law.

LANGUAGES

- English
- Hindi
- Punjabi
- Marathi

SIMRAN SAWHNEY

TEAM LEAD

PROFESSIONAL SUMMARY

Highly motivated Sales Team Leader with 2+ years of experience in sales and marketing. Proficient in direct and inside sales along with inbound, social media and email marketing with adept business analysis, business development and customer relationship management skills. Offering attention to detail, effective communication, leadership and time-management skills.

EXPERIENCE

- March 2023 - Now

Team Leader

Think & Learn Pvt Ltd / India, Chandigarh

- Handled a sales team of 5+ people and in addition an operations team of 2 people as well.
- Introduced new initiatives like the Buddy Referral program in my team to enhance the revenue.
- Created short-term and long-term goals for the business team to achieve objectives.
- Surpassed sales and retention targets, consistently exceeding established KPIs.
- Co-conducted Zoom Sessions with my associates to increase revenue generation.
- Evaluated team performance to identify areas requiring improvement. Coached and trained both of my teams regarding new and effective sales and marketing techniques.

- February 2022 - March 2023

Business Development Associate

Think & Learn Pvt Ltd / India, Chandigarh

- Maintained up-to-date, comprehensive CRM systems, aiding sales lifecycle monitoring and progression.
- Interacted with customers on call and in person to identify their needs and tastes for our products.
- Used data to build strategies for targeting specific markets and consumer demographics.
- Analyzed market trends and demand to develop accurate pricing strategies.
- worked closely with other teams to ensure the targets and deadlines were met.
- Executed the responsibility of converting leads into prospects and then into customers furthermore to continuation.

- February 2022 - Now /

Accomplishments

- Bagged 92 L in revenue as BDA at BYJU'S with 0.7 as RCN.
- Generated 1.7 cr revenue as Team Leader with an RCN of 0.8.
- Maintained a WRPS of above 90000 with a team of 5 associates.