



OBJECTIVE

Accomplished sales professional with 1 year and 6 months of experience, proven track record of exceeding targets and delivering exceptional client service. Skilled in building relationships, communicating complex information, and driving results. To secure a challenging sales position with a reputable organization where I can utilize my strong communication skills, product knowledge, and customer service experience to contribute to the company's growth and success. Seeking opportunities to further develop my sales skills and advance my career in the field of sales

EDUCATION

Indira School Of Business Studies, Pune

MBA in Marketing and Finance
2021-2023
CGPA - 8.3 (76%)

Government College Of Engineering, A'bad

BE-ENTC
2013-2017
CGPA - 8.82 (88%)

SKILLS

- Strong organizational and time-management skills
- Exceptional communication and interpersonal skills
- Ability to work independently and as part of a team
- Detail-oriented and able to handle multiple tasks simultaneously
- Adaptable
- Strong work ethic

CERTIFICATIONS

- Advanced Excel Certification
- Digital Marketing
- Consumer Behaviour
- Client Relationship Management

PROFESSIONAL EXPERIENCE

MarkWide Research

Client Partner | Oct 2023 - Present

- Responsible to handle the sales operations of North America region.
- Ensured a seamless client experience, addressing inquiries, offering guidance throughout the process and assisting with invoicing as well as resolving post purchase questions.
- Developed and maintained strong relationships with clients, resulting in repeat business and referrals.
- Collaborated with cross-functional teams, including researchers and marketing, to develop and execute successful sales strategies.
- Consistently exceeded sales targets by leveraging in-depth knowledge of research products and services.
- Awarded top sales representative for exceeding sales target by 120% for two consecutive months.

Straits Research

Client Growth Associate | Dec 2022 - Oct 2023

- Sales Operations- Analyse the performance of global accounts and verticals, Revenue, Pipeline Analysis
- Delivered high-quality customer assistance through email support platform, assuring top-tier service in order to maintain business development.
- Resolved client issues and improve service levels by utilizing problem-solving skills.
- Consistently achieved the monthly sales targets through a combination of effective product knowledge, persuasive communication, and a keen ability to identify and fulfill customer needs.
- Reviewed invoices, payment requests, advance requests.
- Devise high growth strategies to manage client expectations.
- Used ZOHO CRM to handle current portfolio and prospective leads