



Sneha Kumari

Trainee Dietitian

Final year student of Masters of science (Food Nutrition and Dietetics) and goal-oriented professional with 3 years of experience in Sales and Marketing. Core competencies include excellent communication and time management skills, handles tasks with efficiency and accuracy. Seeking a Dietician positions in a reputed organization to utilize my knowledge of medical nutrition therapy, food service management, and community nutrition to improve the health outcomes of diverse population.



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SKILLS

Lead conversation

Strong verbal and listening skills

Building and developing excellent relationships with carers/patients

Ability to prioritize work and manage cases including the ability to work under pressure

Lead Management

Client Retention

Negotiation

Timely follow up

LANGUAGES

English
Professional Working Proficiency

Hindi
Native or Bilingual Proficiency

INTERESTS

Art and craft

Dancing

WORK EXPERIENCES

Marketing Executive International Business QVC Exports Limited

05/2022 - 06/2023

Kolkata, West Bengal

The company is involved in trading and exports of Ferroalloys.

Achievements/Tasks

- Lead management and End to end lead conversion.
- Responsible for sales targets of Middle east, Africa and Turkey.
- Order follow up, Client meet and participation in exhibitions.
- Management of exports documents.

Sales Executive

ONganic Foods Pvt Ltd., supported by IIM Calcutta Innovation Park

05/2018 - 04/2020

Kolkata West Bengal

The company is involved in selling of organic food products both domestically and through e commerce.

Achievements/Tasks

- Successfully achieved the sales targets and monthly scheduled goals.
- Developed and implemented new marketing and sales plans and defined the strategy each year, Managed amazon selling account.
- Lead generation, Lead management, Negotiation and conversion for Bulk sales in PAN India.

EDUCATION

Masters of Science (Food Nutrition) (07/2020 - Present)

Women's college, Kolkata, IGNOU University

Bachelor's of Science (Zoology) (07/2020 - 06/2016)

Katras college, Vinoba Bhave University, Jharkhand

INTERNSHIPS

Patliputra Multi-speciality Hospital (07/2023 - 10/2023)

Trained to manage and communicate with patients, how to study patient's file, recommendation of different types of diet and calorie management as per the patient's situation.

ONganic Foods Pvt Ltd. (02/2018 - 05/2018)

Process and development of new sales, Retail sales management, lead conversion, follow up

CERTIFICATE

Certificate in Food Nutrition (CFN) (01/2022 - 06/2022)

ACHIEVEMENTS

Having my own art and craft store on multiple social media platforms.

Turned the organization from loss facing to Break-even.

One of the highest paid sales interns of Unacademy, 2017.