

Monalisa Priyadarsini

INSIDE SALES EXECUTIVE

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SUMMARY

A result oriented professional with over 4 years and 4 months of insightful experience in sales & marketing and into Business Development .

Currently working for Ginesys retail software company that offers cloud based SAAS POS & ERP solution to the retailers, wholesalers & manufacturers who are into FMCG, lifestyle , Apparels, supermarket , footwear etc.. industry.

EXPERIENCE

Business Development Executive

IP Momentum Feb 2019 - Apr 2021

As a Business Development Executive at IP Momentum ,my team and I provides VOIP (Voice Over Internet Protocol) international high definition calling facility to the customers all over the globe.Customers can use this service in both hardphone and softphone.We also provides IP phones,IPPBX,GSM gateways,VOIP noise cancelling headsets,predictive and auto dialler and audio and video conferencing phones.

Inside Sales Executive

Ginesys retail software company Apr 2021 - Present

Handling calls , follow up with the client through calls or email. Lead Generation Qualifying the leads ,updating the tracker sheets Assigning the leads to the concern region sales person and follow up with for an update, working on CRM, conducting fortnight review sales meet and preparing MOM.

Top 5 Key Skills:Software Sales,Lead Generation,Retail Marketing,Calling,Email

EDUCATION

B.Tech (Electronics and Communication Engineering)

Hi-Tech Institute Of Technology - Bhubaneswar Aug 2012 - May 2016

Intermediate (Science)

Regional Institute Of Higher Studies ,Puri - Year 2012

Matriculation

Kendriya Vidyalaya ,Berhampur - Year - 2010

SKILLS

Inside Sales -

Business

Development

Lead Generation ,

Software sales,

Retail Marketing ,

Calling, Email



Account

Management -

Strong Client

Relations



LANGUAGES

English



Hindi



Odiya