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**Summary: -**

- Around more than 3+ years' experience to manage the International client and their Portals.
- Business development executive from a Sales background, with over three years of invaluable managerial experience of working.
- Responsible for product planning and execution throughout the product and working closely with the IT, sales, marketing, and support departments to ensure revenue and customer satisfaction goals are met.
- Strong execution of all sales-related, and non-sales-related administrative tasks, reporting and paperwork.
- Posse's skills like Sales, Presentation Skills and Digital Marketing.
- Successful track record of maximizing revenue by lead generation, opportunity qualification and closing the qualified opportunities.
- Have solid computer skills with experience managing CRM program  
Proven track record of success the sales cycle from plan to close.
- Attained proficiency in Business Development & Marketing activities.
- Interact with designers to convey the possible interface of the software.
- Having good experience in marketing the client by SEO.
- Excellent presentation skills.

**Specialties:** -Sales, Marketing, Team Handling, Corporate Sales, Business Development, Account Management, Team Management, Business Expansion, Client Relationship, Sales strategy, B2B engagement, Inside sales.

**ACADEMIC CREDENTIAL:**

Degree/Course	University/Board	Passing Year	Percentage
Masters of Business Administration dual specialization (HR and MARKETING)	AKTU University	2019	9.3 CGPA Gold medalist
Bachelors of Business Administration	C.S.J.M.University	2017	69.41%
Intermediate	C.B.S.E.	2014	79.20%
High School	C.B.S.E.	2011	7.8 CGPA

## **EXPERIENCE:**

### **1. INDIAMART INTERMESH LIMITED**

**Jan 2022 - Present**

**Assistant manager (Sales and Premium services client handling department)**

- Position holder will be an individual contributor
- Build and manage productive, professional relationships with clients using telephonic and/or video conversations
- Ensure clients are using and deriving benefit from IndiaMART
- Ensure products/services in client's e-catalog are accurately defined
- Maximize revenue by upselling other services and achieve fortnightly, monthly client retention and revenue targets
- Systematic follow-up and time-bound closures
- Prompt resolution of complaints

### **2. TRADEINDIA B2B Noida, India**

**Feb 2019 –Dec 2021**

**Relationship Manager (Digital marketing consultant)**

#### **ROLES AND RESPONSIBILITIES: -**

- Maintaining the profiles of all the customers on the portal from international market.
- Suggesting them to use advanced techniques to grow their business.
- Utilizes the telephone, direct mail, and local marketing programs directed by sales management to prospect for new clients and new referral sources.
- Exercise creative negotiation and sales techniques to motivate customers.
- Completes and submits accurate new business paperwork and weekly activity reports by agreed upon dates set by Sales management to assist with forecasting.
- Offering them the digital services of GOOGLE SEO, ADWORDS, WEBSITE DESIGNING WORK, TOP LISTING ON ALL SEARCH ENGINE PLATFORMS.
- Closing sales and achieving monthly sales targets
- Handling corporate sales, customer relationship management thereby completing the entire sales cycle from Sales to After Sales Service.
- Meeting clients and understanding their requirements, giving presentations to the clients and identifying new vertical and horizontal prospects.
- Tracking competitor's activities and providing valuable inputs for fine tuning of sales & marketing strategies.
- Maintaining active interaction with existing clients.
- Lead Generation, Cold Calling, Client Coordination.
- Active participation in marketing and promotional events such as webinars and free workshops.
- Actively seeking out new sales opportunities through networking and social media.

### **3. MOBILOITTE TECHNOLOGIES PRIVATE LIMITED**

**Dec 2018-Feb 2019**

#### **Senior Business Executive (campus placement)**

- Data Mining on the given technologies like blockchain, python, etc.,
- Do Bidding on freelancer

### **4. OUTLOOK MAGAZINE PUBLISHING INDIA PVT LTD**

**May 2018- July 2018**

- Used to resell magazine to the existing clients and reach out the libraries as well
- Worked as an Intern
- Generate prospects, close the deal

### **PROFESSIONAL TRAINING:**

- 1 YEAR Diploma in Computer Application and Programming scored 85%.

### **PERSONAL STRENGTHS:**

- Good Interpersonal.
- Highly motivated.
- Enthusiastic and capable of working on own initiative.

### **ACHIEVEMENTS:**

- Participated in Cluster Level Social Science Exhibition in School KV AFS Mohanbari Assam in 2008.
- Participated in National Level Aptitude Exam from School KV AFS Begumpet Hyderabad in 2010 and secure 91.2% marks.
- Secured Gold medal For my College and topped My state in MBA.

### **PERSONAL PROFILE:**

Father's Name : Indra Pal

Date of birth : 19/10/1995

Nationality : Indian

Languages Known : Hindi,

English

Hobbies : Listening music, Dancing (Kathak), Cooking

### **DECLARATION:**

I hereby declare that the above given information are true to the best of my knowledge and belief.

Date :

**(Shivangi Pal)**

Place :



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