

Smriti Sachan

Sales Manager

Smritisachan1002@gmail.com

+91-(885) 113-0425

CAREER OBJECTIVE

Dynamic and self-motivated with 4.6 years of experience helping organizations reach their full potential. Adept in making key decisions and working with other professionals to achieve goals and solve problems. Experienced in managing employee and community programs, and dedicated to successfully directing business operations.

WORK EXPERIENCES

Data Trained Education Pvt.Ltd

Jul 2022 - Present

Sales Manager

- Identified and maximized sales opportunities, and increased customer retention rates.
- Responsible for managing to convert leads for versatile Data Trained programs.
- We are providing in-depth information to prospective learners, including counselling through phone, email, chat, and social media.
- Identifying references through the existing customer base to increase the sales pipeline
- Details pertaining to lead discussions conversion should be updated in real-time on CRM software
- Responsible for adherence to the inside sales process, tools, and data management.
- Meet and overachieve the given weekly, monthly and quarterly targets in terms of revenue and the number of enrollments.
- Handle Objections and Price negotiations in order to generate Sales Revenue.
- Maintain effective communication till the time learner is on-boarded.

WhiteHat Jr.

Dec 2021 - Jul 2022

Sales Manager

Selling Whitehat Jr's classes that our customers have grown to rely on. The Sales Manager will utilize their skills to generate high-quality leads, build a strong relationship with customers, and close deals. The ideal candidate will be a quick learner with strong negotiating skills and demonstrate the ability to showcase our offerings compellingly.

Richfeel Health And Beauty

Feb 2019 - Aug 2020

Assistant Center Manager

Completed accurate reports and paperwork necessary for successful center operations. Maintained optimal employee coverage for business needs with well prepared team schedules. To ensure that the clinic meets/exceeds the Sales Targets provided to it. To be responsible for Product Explanation / Counseling. Should do follow up calls as and when required. Train, Guide and Motivate the clinic

teams to perform better . To take the responsibility of complete operations in the clinic such as clinic infrastructure, machines, stocks, tools, petty cash and the operational standards. To be responsible for ensuring grooming standards as per the company are met. Should take up Hair Treatments as and when required / instructed incase of exigency and emergency requirement.

DDP Publication (Exhibition Department)

May 2014 - May 2015

Business Development Executive

Info Edge India Ltd.

Sep 2013 - May 2014

Sales Executive

Effectively meet deadlines, achieve targets and work under pressure. Company success driven passionate about company's product line. Excellent communication skills, written and verbal. Effective presentation of complex issues. High level of negotiation skills.

Vodafone

Jul 2013 - Sep 2013

Relationship Manager

reate and support client retention strategies for existing customer base and for new customers. Strengthened working relationships with clients, utilizing excellent communication techniques. Customer care skills Solutions oriented and results driven attitude. Strive for success and growth. Proficient in Microsoft Word, Excel, PowerPoint, Microsoft Project EDUCATION ACHIEVEMENTS SKILLS REFEREES and Share-out. Develop and implement account plans that build a strong long-term relationship with clients.

SKILLS

- Sales B2B And B2C Sales Retail Sales
- Customer RelationShip Cold Calling
- Positive And Professional Inventory
- Control Written Communication

EDUCATIONS

College/school	University/Board	Degree/Standard	Passing Date	Percentage/Pointer
APJAKTU		BTech	2013	74
Dr Virendra Swarup Education Center	Board of High School and Intermediate Education Uttar Pradesh	Intermediate	2009	68
Dr. Virendra Swarup Education Center	Board of High School and Intermediate Education Uttar Pradesh	Highschool	2007	68

PERSONAL INFORMATION

Date Of Birth	22-09-1992
Country	India
Father's Name	Mr R K Katiyar
Marital Status	Separated
Gender	Female
Languages Known	Hindi, English
Address	Flat 301 , Subhash Nagar , Lucknow, Lucknow, Uttar Pradesh, India

I hereby declare that all above information is in correct with fact or truth up to my knowledge and I bear the responsibilities for the correctness of the above mentioned particulars.

Date : 28/11/2022

Smriti Sachan