

# CONTACT ME



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New Delhi, India

## SKILLS

- Procurement and Vendor Management
- Data Analysis and Reporting
- MS Office Excel, Word, PPT
- Financial Analysis
- Inventor Control and Management
- Supply Chain Coordination
- Secondary and Primary Research
- Corporate Communication
- Strategic Planning
- Competitor Analysis
- Problem Identification
- Quick Learner
- Sales Navigator Tools
- Team Collaboration & Flexibility
- B2B/B2C Sales & LG
- XTS software

## CERTIFICATIONS

- CRM Certification
- Fundamental of Digital Marketing
- Diploma in Sales Management
- Business Analyst
- OM- XTS Certification
- GTS- Digital Awareness Certificate



## PROJECTS

### 1. Freelancing Research Project

- I have done a project of a healthcare company where I have provided top 15 companies data and details.

### 2. Research Associate Intern at Mauka

- Worked on a live project of Data Standardization Project for Toppr.
- Done Data entry of more than 1000 schools and about their details in Excel

# KRISHAN KUMAR MEENA

## OBJECTIVE

Results-driven professional with experience in both sales and supply chain operations, combining a customer-centric mindset with strong organizational and communication skills. Proven track record in B2B/B2C sales, lead generation, and client relationship management, along with hands-on experience in logistics coordination, inventory tracking, and vendor management. Skilled in handling end-to-end customer communication, ensuring satisfaction, and delivering value-driven solutions. Adept at using CRM tools, Excel, and sales software to optimize workflows and support business growth.

## WORK EXPERIENCE

### Associate Supply Chain Services

**Neo tangent** November 2024 – Present

- Independently managing 4 customers and follow up to ensure timely shipments and documents checking.
- Handle documentation processing, ensuring accuracy and compliance with supply chain requirements.
- Track shipments and coordinate with internal teams to ensure timely deliveries and resolve any issues.
- Utilize Excel to manage and analyze supply chain data, creating reports to monitor performance.
- Communicate regularly with customers via mails/ meetings to resolve inquiries and provide updates.
- Always in touch with vendor and merchant team to resolve any issue which can arise in shipment or documentation.

### SALES EXECUTIVE

**INFO EDGE (INDIA) LIMITED** September 2023 – October 2024

- Generated significant revenue.
- Consistently met and exceeded targets.
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- Successfully closed high-value deals ("jackpots").
- Managed client relationships effectively.
- Utilized reskilling software for operations.
- Addressed and fulfilled client needs efficiently.
- Closed high-value bulk deals by aligning solutions with client needs.
- Connecting clients in person for better understanding.
- Maintain accurate lead records in CRM software and segment for targeted outreach.
- Initiated contact via cold calling, email, and follow-ups to drive conversions.

## EDUCATION

### Master of Business Administration (MBA)

Major Marketing and Data Analytics

Bikaner Technical University | 2022-24

### Bachelor in Commerce (B.com)

University of Delhi | 2017-20

Delhi Public School | 2010-17