

MEETAKSHI BID

SENIOR SALES EXECUTIVE

CONTACT

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PROFILE SUMMARY

Results-driven and motivated sales professional with a proven track record of exceeding targets and driving revenue growth. Seeking a challenging sales role where I can leverage my exceptional interpersonal skills, strategic mindset, and deep understanding of customer needs to consistently deliver exceptional sales outcomes. Committed to building lasting client relationships, fostering a positive team environment, and continuously honing my sales expertise to contribute effectively to the success of a dynamic organization.

EDUCATION

2017 - 2020

SKSASC

- Bachelor of Mass Media
- CGPA: 6.69

2015 - 2017

SIES COLLEGE

- Arts
- Percentage: 75.23

SKILLS

- Effective Communication
- Client Relations
- Teamwork
- Time Management
- Leadership
- Critical Thinking
- Negotiation Skills

LANGUAGES

- English: Fluent
- Hindi: Fluent
- Gujarati: Fluent
- Kutchi: Basic

WORK EXPERIENCE

TRIUMPH ALLIANCES

OCT 2024 - PRESENT

Senior Sales Executive- Closing

- Overseeing and facilitating the final stages of a transaction to ensure a smooth, compliant, and successful completion.
- Resolve any issues that arise during the closing process.
- Review and manage all closing documentation.
- Maintain detailed records of all transactions.

White Fences

FEB 2023 - SEP 2024

Sales Executive - Closing

- Attending clients, closing deals & looking after their end to end after booking procedure.
- Analyzed customer feedback to identify trends & develop strategies to improve customer service.
- Conducted comprehensive market analysis to identify new opportunities & potential areas of growth.
- Analyzed market trends & competitor strategies to inform decisions & optimize marketing efforts.
- Created reports & documents as requested by the sales head.

Anarock

MAY 2022 - DEC 2022

Sales Executive - Closing

- Achieving sales operational objectives by means & methods as approved by the management (Channel partner & Direct sales).
- Building a pipeline of customers, tapping into existing database & building newer channels of potential clients.
- Contributing marketing & sales input for building on strategic plans.
- Executing all sales plans to achieve given targets in terms of revenue & market development.
- Interacting with channel partners for developing communication plans based on specific sales objective & analyzing it keeping it further sales planning into consideration.
- Attending clients, closing deals & looking after their end to end after booking procedure.