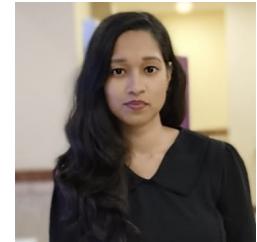


Pooja Mourya

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✓ Profile

Performance- driven account management professional with proven communication skills, analytics strategic planner and accomplished leader. Aspiring to take up more challenging assignments that come my way.

✓ Experience

- **Ahana Systems & Solutions Pvt. Ltd.** June 2023 - Present
Account Manager
 - Managed Enterprise client.
 - Aquisition of new client.
 - Identify opportunities for cross sell & upsell from existing customers.
 - Identify customer needs and expectations.
 - Work with sales team to ensure client is getting most of our series.
 - Develop a deep understanding of client and their pain point.
- **SYNNEX Group** September 2021 - June 2023
Senior Business Development Executive
 - Performed market research and stayed upto date with current market trends.
 - Supervised a team of 4 other sales promoters, ensuring that the company's high standards were met.
 - Worked on the development of new sales techniques and business strategies in order to maximise profits and minimise expenses.
 - Identified and communicated with potential prospects and have overachieved assigned targets.
- **ICICI Bank** June 2019 - May 2020
Assistant Manager Privilege Banking- RM
 - Helping Privilege Customers with their Banking and Investment needs.
 - Implementation of new procedures which streamlined the whole sales process making it more efficient.
 - Operations work and Cross selling of banking products.
 - Managed over 1000+ prospect accounts; discovered new opportunities for substantial business growth.
- **Skills Mantra Edutech Consulting India Pvt. Ltd**
Human resource executive
 - Conducted online assessments.
 - Managed schedules and oversaw daily operations of office.
 - Provided beneficial support and assistance to Hiring Managers and coordinated multiple HR activities.

✓ Education

- **MediCaps University, Indore- Madhya Pradesh** 2019
Master of Business Administration (MBA)
- **Devi Ahilya Vishwavidyalaya, Indore-MP** 2017
Bachelor of Art (BA)

✓ Skills

- Operating system
- Corporate Email & Chatbox communication
- Strong work ethics & self motivation
- Client nurturing and Contract negotiation
- Lead generation

✓ Achievements & Strengths

- NCC Certification from Army Public School, Mhow
- Investigative & Sales auditing skills
- Initiative- driven.
- Client engagement & Team Leadership
- Attention to Detail

✓ Languages

- English & Hindi