

Ishika Goyal

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EDUCATION

Invertis University

Master of Business Administration (Human Resource & Marketing)

Bareilly, Uttar Pradesh

Graduation Date: Jun 2023

Shrikrishna Institute of Management and Science

Bachlors of Business Administration

Chandausi, Uttar Pradesh

Graduation Date: Jun 2021

WORK EXPERIENCE

IndiaMart InterMesh Private Limited (Full Time)

Executive

Noida, Uttar Pradesh

Sep 2023 - Sep 2024

- Interact with customers through video meeting to understand their requirements and provide tailored solutions to facilitate sales, resulting in the increase in monthly sales figures.
- Collaborate with team members to ensure seamless communication and effective handling of customer enquiries, contributing to the improvement in response rate.
- Utilize product knowledge and market insights to address customer concerns, resulting in the growth and customer retention rates.
- To maintain proper customer catalogues and listing of their profiles, to keep up efficient follow-ups with customers.
- Leading my team to complete the given target in stipulated times, Innovating new ways to increase sales.

Viraaj Ventures

Relationship Executive

Noida, Uttar Pradesh

Jan 2023 - Aug 2023

- Generated prospects by identifying their upskilling needs, tailored to investors' interests.
- Provided detailed information to prospective investors via phone, building a robust pipeline.
- Ensured timely meetings for daily deliverables, achieving monthly targets consistently.
- Utilized innovative tactics and strategies to identify needs of the working professionals and provide them with their relevant products.

BRIIKS India Limited (Internship)

Business Development Manager

Banglore, Karnataka

Jul 2022 - Aug 2022

- To make outbound calls to the potential customer and provide them proper knowledge about the insurance.
- To update customers so as to make a strong connection with them.
- To identify the problems of the respective customers and solve them.

ACHIEVEMENT

Received a Certificate of Excellence in the Recognition of "Renewal Champ of the Month" for the period of March 2024.

SKILLS

Skills: Microsoft Office | Customer Relationship Management | Communication Skills | Management Skills | Leadership Skills
Digital Marketing.