

UNNATI TIWARI

Assistant Sales Manager

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SUMMARY

Result-oriented sales professional having strong communication and analytical skills, with a proven track record of assisting sales team in achieving and surpassing revenue targets. Strong ability to streamline sales operations and meet business objectives. Eager to contribute to a dynamic team and provide exceptional service to the customer

PROFESSIONAL SKILLS

- **Key Account Management-** Managed business relationships with builders like L&T, Godrej Realty, Lodha Group, Hiranandani, Oberoi and handled clients at site as a sourcing manager.
- **Networking and presentation skills** – Attended industry events, expanded contacts, build relationships and follow up with connections.
- **Negotiation and closing** – Ability to find mutually beneficial solution and close deal effectively.
- **Client Relationship Management-** Committed to provide excellent service and ensuring customer satisfaction, skilled in fostering long term relationship with customers.
- **Leadership Skills-** Motivated and guided team towards achieving the goal.

WORK EXPERIENCE

Assistant Sales Manager

May 2023 - June 2024

Property pistol Realty Pvt Ltd

Mumbai, Maharashtra

- Developed and implemented successful sales strategy resulting in 20% growth in client base
- Handled daily operations including internal company CRM tools, maintained and organized customer information, team's active calendar of appointments and attended clients at the site.
- Skilled in identifying and nurturing leads, building client relationship and business acumen to exceed sales.
- Collaborated with sales, marketing, and support teams to enhance customer experience. Communicating customer insights to relevant teams for continuous improvement.
- Expand and maintained strong relationships, provided excellent service and ensuring customer satisfaction, foster long-term relationship with customers, and implemented strategic sales operations to increase revenue.

Content writer

June 2022 – Aug 2022

CollegeTips.in

Bhopal, Madhya Pradesh

- Collaborated with team members to brainstorm and execute creative content ideas.
- Developed and maintained brand voice across all social media platform.
- Enhanced brand positioning through compelling storytelling.

Marketing and strategy intern

May 2022 – July 2022

Mentor Boxx

Bhopal, Madhya Pradesh

- Produced high quality communication for internal and external use.
- Conducted market research and analysis to develop comprehensive market strategy.

EDUCATION

Master of Business Administration (Operations and HR)

2023

People's University Bhopal

Bachelors of Commerce.

2021

Maharaja Chattrashal University Chhatarpur