



UDITA PARASHAR

SALES SPECIALIST

PROFILE

Sales and Account Management
Role accomplished at cultivating productive customer relations and building loyalty with exceptional service and product offerings. Brings career sales success and drives dramatic revenue growth.

SALES SUCCESS AND DRIVES DRAMATIC REVENUE GROWTH.

CONTACT

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[-parashar/](#)

7011250504

Model Town, Delhi

ACTIVITIES AND INTERESTS

- Art
- Hiking/Sports
- Environmental Conservation
- Travel

EXPERIENCE

SHIPROCKET - SENIOR SPECIALIST, SMB ACQUISITION (INSIDE SALES)

MAY 2022– PRESENT

- End to End Shipping solutions while handling their accounts for the period of 3 months.
- Negotiating for rates, pitching SAAS plans. Focusing on increasing shipments to the platform so as to increase the overall revenue and sales goals of the company.
- Onboarding clients by explaining them panel, answering queries and providing resolutions. Maintained appointments and meetings with clients.
- Handling and managing client accounts, resolving their day-to-day issues through internal coordination within different teams.
- Developed and deepened customer relationships to drive revenue growth.
- Used CRM software to maintain detailed contact logs and account records.
- Managed friendly and professional customer interactions.
- Developed strategic relationships with existing customers by learning preferences and managing regular communications.
- Consultative selling and Cross selling of other SAAS products
- Working on daily, weekly and monthly reports to track client business activities.

INFOEDGE INDIA LTD – NAUKRI.COM (INSIDE SALES EXECUTIVE)

JUNE2021-MARCH 2022

- Responsible for achieving quarterly sales quota in the Indian market, by finding out new business opportunities,
- Tracking growing competitors and their marketing strategies
- Identifying up-sell and cross-sell opportunities and liaising with clients to help them align their hiring requirements.
- Assess candidates resume, and experience to provide them the suitable services available on the platform

CERTIFICATIONS

Digital Marketing- Udemy

(SEO, Google Ads, Google Business, Google analytics, Facebook and Youtube marketing)

WRITING TOOLS AND HACKS-

Udemy

(Blogging/Copywriting, Content Writing)

INTERNSHIPS

2020-2021

MARKETING AND COORDINATING EXECUTIVE

LIFE SCIENCES SECTOR FOR SKILL DEVELOPMENT COUNCIL (LSSSDC)

- Acknowledged for achieving sales Q1 by 115%
- Follow up with clients, assisting them and negotiating regarding different packages available and closing the deals.
- Network and build long-lasting client relationship

EDUCATION

MBA (MARKETING)

INDIRA GANDHI OPEN UNIVERSITY (2020-2022)

B.COM (HONS)

UNIVERSITY OF DELHI

2015-2018

KEY SKILLS AND CHARACTERISTICS

- Strong interpersonal & communication skills
- MS Office Suite
- Ability to work collaboratively as part of a team
- Problem Solving
- Meticulous attention to detail
- Poised under pressure
- Negotiation Skills
- Client Relationship Management