

MANISH MEHRA

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OBJECTIVE

Driven MBA graduate with six years of experience in IT sales, Marketing, and Business development seeking a challenging Sales BDE or Marketing role to leverage expertise in driving success and contributing to organizational growth.

WORK EXPERIENCE

Senior Business Development Executive
Cloudshope

Feb 2024 - June 2024

- Generating sales for cloud telephony services at Cloudshope.
- Developed and executed strategic sales plans.
- Exceeded sales targets consistently.
- Collaborated with teams to tailor solutions.
- Educated clients on cloud telephony benefits.

Asst Manager
Justdial

July 2023 To Jan 2024

- Managed a team of 10 people from various backgrounds.
- Creating monthly and yearly target for the Team and Achieve them perfectly

Relationship manager
Inditab esolutions Pvt Ltd

Apr 2018 - Mar 2023

- Cultivate solid relationships with major customers for continuous sales revenue flow.
- Identify promising prospects via cold-calling, networking, and referrals.
- Ensure smooth operations in sales administration and customer service.
- Maintain accurate records of sales, customers, and employee performance.
- Assist new or less experienced Sales Representatives with technical queries.
- Analyze sales metrics to assess effectiveness of current strategies.
- Conduct thorough research on competitors' products, pricing, and market success.
- Offer guidance to newly-recruited Sales Representatives.

Sr Process Associate
RIGARO Eworks

Dec 2016 - April 2018

- Application Processing related to Legal Documents and Certificates Follow established procedures & guidelines for processing of Applications.

Investigate and resolve customer/agency/underwriters Queries.

Communicating with Customers through Email, Phone Call & Web service requests.

Maintaining Day to Day Records via Excel or Internal Portal.

Handling Inbound and Outbound calls to our Clients.

Retail Sales Executive

Dec 2015 -JUNE 2016

DHL EXPRESS

- **Cultivate client relationships and generate leads.**
- **Achieve business targets through proactive sales efforts.**
- **Address client inquiries and market products strategically.**
- **Negotiate agreements, conduct sales visits, and present products effectively.**

EDUCATION

MBA in Marketing and International business

2013-2015

Northern India Engineering College, GGSIPU Delhi

Specialized in Marketing and International Business

Bachelor of Business Administration

2010-2013

Bharti Vidyapeeth University

HOBBIES

Travelling

Gaming

Bowling

Photography

Exploring new places