

Deepshikha Yadav

Sales assistant



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📍 T 45 Sector 12 Noida Uttar Pradesh

📅 24/02/2002

🚩 Indian

🔒 Single

♀ Female

🎓 EDUCATION

Bsc.in Hotel Management

IHM MUMBAI

2020 – 2023 | Mumbai, India

BHM

IGNOU

2020 – 2023 | New Delhi, India

📁 PROFESSIONAL EXPERIENCE

Amritara hotels and Resorts

Sales Assistant

06/2023 – 04/2024 | New Delhi, India

- Collaborated with travel companies to develop strategies for customer outreach.
- Created and maintained relationships with customers, vendors, and travel agents and their team members.
- Identified new potential clients and negotiated contracts with them.
- Conducted market research to identify customer needs and preferences.
- Coordinated meetings and events related to business travels such as conferences and seminars.
- Developed and implemented marketing strategies to drive sales growth.
- Analyzed competitive products in the marketplace.
- Generated leads through cold-calling, networking events, and digital campaigns.
- Researched target markets to develop effective sales plans.
- Assisted in developing promotional materials such as brochures, flyers, and ads.
- Managed online presence through social media channels.
- Gathered customer feedback on product performance and service quality.
- Attend trade shows and conferences to promote products or services.
- Negotiated contracts with suppliers of goods and services.
- Maintained accurate records of all sales activities using CRM software.
- Prepared reports summarizing sales activity for management review.
- Attended regular training sessions to stay up-to-date on company policies and procedures.

Grand Hyatt

Internships trainee

10/2022 – 04/2023 | Mumbai, India

- Planned menus, ordered supplies and managed kitchen staff.
- Ensured compliance with all health, safety and hygiene regulations within the kitchen area.
- Developed and maintained relationships with existing and potential customers to ensure successful tender.
- Compiled weekly reports on customer feedback and satisfaction ratings.

SKILLS

- Decision Making
- Sales Data Analysis
- Sales Team Support
- Lead prospecting
- Promotional Cold Calling
- Direct Marketing
- Social Media Networks
- Customer Feedback
- Lead Generation
- Product knowledge
- Customer engagement
- Multitasking Abilities
- Customer engagement

ORGANIZATIONS

TTF Ahemadabad
Ahemadabad, India

TTF Indore
Indore, India

SATTE 2024
Noida, India

LANGUAGES

Hindi 

English 

Marathi 

PROFILE

Dynamic Sales Assistant with proven expertise in lead generation and customer engagement, honed at AMRITARA HOTELS AND RESORTS. Excelled in developing effective sales strategies and fostering team collaboration. Demonstrated ability to drive sales growth through innovative marketing and meticulous sales data analysis. Skilled in decision-making and account management, ensuring customer satisfaction and loyalty.