



JUHI VERMA

CONTACT

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EDUCATION

- 2018-2022
BSC IN AGRICULTURE
RMP PG COLLEGE, HNBGU
Percentage: 75.77%
- Class 12th | CBSE Board
Percentage: 72%
- Class 10th | CBSE Board
Percentage: 80%

SKILLS

- B2b sales strategy
- Market analysis
- Vendor negotiation
- Client relationship building
- Leadership
- Communication skills
- Cross functional team work
- Basic computer knowledge- Excel, MS Word

SUMMARY

To be associated with an organization which provides challenging work environment and proving my excellence at every step is my long term career goal. Highly efficient, and passionate for learning new concepts, ideas and techniques. Aim to reach the heights in my career with proven expertise. More focus on value added activities along with routine activities.

EXPERIENCE

SENIOR B2B SALES AND PROCUREMENT EXECUTIVE URVANN INDIA PVT LTD.

February 2024- Current

- Handles both B2B sales and procurement effectively
- Team Leadership & Development – Leading, mentoring, and motivating a high-performing sales and procurement team
- Lead Generation & Prospecting- Handle bulk gifting leads and Nursery leads
- Sales Pipeline Management – Managing all stages of the sales process, from initial contact to closing deals
- Negotiation & Closing Skills- – Successfully negotiating contracts and agreements to meet client and company needs
- Vendor Management- Sourcing, negotiating, and managing relationships with suppliers and manufacturers
- Market & Competitor Analysis – Analyzing industry trends to tailor sales strategies

ASSISTANT MANAGER - PRE SALES AND CUSTOMER SUCCESS CEF GROUP PVT. LTD.

December 2022-February 2024

- Handling Customer Relationship - Built strong customer relationship - Managing CRM for customer tracking. - Collecting feedback for product improvement
- Handling Pre-sales - Contributing to tailored pre-sales solutions. - Providing pre-sales support.

HOBBIES & INTEREST

- Content Writing
- Painting
- Crafting
- Traveling
- Listening songs

TEACHER

SHIVAYAI GOAL STRIVERS COACHING CENTER

June 2022–December 2022

- Instructed students from Class 1st to 10th in various subjects, employing effective teaching methodologies to ensure comprehension and academic success.
- Monitored and documented student attendance, behavior, and academic performance, maintaining accurate and up-to-date records.
- Developed and implemented comprehensive lesson plans aligned with the curriculum, catering to the diverse learning needs of students.
- Conducted regular assessments and examinations, providing timely feedback to students and parents to track academic progress.

TELLECALLER

FINCORP SOLUTIONS PRIVATE LIMITED

October 2020 - March 2021

- Spearheaded tele sales efforts to promote and sell car loans, consistently exceeding monthly targets by 20%.
- Developed and maintained a client database, cultivating strong relationships with potential customers and guiding them through the car loan application process.

TRAINING

- Training in Mushroom Cultivation: Completed a comprehensive training program in mushroom cultivation, covering key aspects such as substrate preparation, inoculation techniques, and optimal environmental conditions.
- Food Preservation Techniques: Proficient in a variety of food preservation methods, including canning, pickling, drying, and freezing, to extend the shelf life of perishable items and maintain their nutritional value.
- Vermi composting Certification: Successfully completed an intensive vermicomposting training program, earning certification in sustainable waste management through the utilization of earthworms.

PERSONAL INFO

- Father's Name: Mr. RajeshKumar
- Mother's Name: Mrs. Laxmi Verma
- Date of birth: 19/Nov/1999
- Gender: Female
- Nationality: Indian
- Marital Status: Single
- Language: English, Hindi