



KANIKA JINDAL

PROFESSIONAL PROFILE

Dynamic Sales and Marketing Professional with a commerce background and almost 3 years of experience in both B2B and B2C sales. Proven track record in managing key accounts, developing and executing effective sales strategies, and enhancing client relationships to achieve organisational goals. Skilled in leveraging market insights to identify opportunities, boost revenue and optimise marketing efforts. Adapt at navigating complex sales processes and delivering high impact results in fast-paced environment.

CONTACT



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Delhi

EDUCATION

**Kanoria PG Mahila
Mahavidyalaya, Jaipur**

Bachelor's of Commerce
(2020 - 2024)

**DAV Centenary Public School,
Hanumangarh Town**

Senior Secondary (2019-20) - 89.4%
Secondary (2017-18) - 77%

INTERESTS

- Travel & Exploration
- Networking
- Melophile
- Photography
- Creative Geek

WORK EXPERIENCE

Business Development Manager
Star Consulting Global
May 2024 - Oct 2024

- Connect with leading MNCs such as Expedia, Haier, Aditya Birla, MG Motors, Vicat Cement, Hindalco, etc to identify their training requirements and tailor solutions
- Designed and implemented comprehensive training programs including high impact sessions, case studies and role plays
- Onboarded trainers for effective delivery of training programs
- Organised & managed all operational aspects to ensure smooth execution of training programs
- Managed key accounts to build long term client relationships and drive satisfaction

Area Growth Manager
Wunderkastan Robotian Education Pvt. Ltd.
Aug 2022 - March 2024

- Partnered with school management for setting up Robotic Labs, managing the entire sales process from initial contact to closure
- Generate leads through CRM, pitched services via cold calls and identify potential and interested clients
- Conduct virtual meetings to discuss their requirements, created customised proposals and negotiated deals
- Managing key accounts, tracking progress with detailed excel sheets and regular updates for reporting

Corporate Sales Trainer

Paladin Organisation

January 2022 - July 2022

- Worked with Charities; UNICEF and SOS
- Raised funds for #everychildalive campaign
- Raised funds for underprivileged children by Save our Souls
- Dealing with working professionals through telesales
- Pitching over cold calls and generating leads through references
- Responsible for training and managing a team of 3-4 people
- Responsible for meeting daily and weekly targets as a team and individually

SKILLS POSSESSED

Professional Skills:

- Developing Sales Strategy
- Customer Needs Assessment
- Strategic Proposal Development
- Advanced Presentation Skills
- Strong Negotiation Skills
- Efficient Client Onboarding
- Key Account Management
- Cross-Selling & Upselling
- Proficiency in CRM
- Proficiency in Office 365

Interpersonal Skills:

- Impactful Communication
- Active Listener
- Time Management
- Resilient to Changes
- Problem Solving
- Good Learner & Doer
- Teamplayer
- Building Rapport
- Conflict Resolution
- Emotional Intelligence