

Nikita Chouhan

Key Account Manager

CONTACT

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India, Bhopal

LANGUAGES

- English
- Hindi

PROFESSIONAL SUMMARY

Passionate and experienced Key Account Manager with over 1 year of experience in the B2B industry. Proven track record of success in developing, managing and growing key accounts while maintaining strong relationships with clients. Committed to best-in-class service while consistently meeting and exceeding customer expectations. Possess strong communication, problem solving, and organizational skills required to effectively identify and address customer needs. Experienced in managing complex projects and delivering successful outcomes within tight timelines. Highly motivated, hardworking and resu

Its-oriented individual witan ability to thrive in a fast-paced environment.h

EXPERIENCE

Key Account Manager

Flipkart / India, Bhopal

2023 - Now

As a Key Account Manager at Flipkart, India, I was responsible for managing and nurturing relationships with our top clients. This role required strong communication skills, strategic thinking, and the ability to analyze market trends to drive sales and revenue growth. I consistently exceeded sales targets and maintained high levels of customer satisfaction.

I am currently working with the Super Category Makeup& Fragrance, where I am managing some top notch Brands like "Noorson","Seyblush",- "Ronzilke","NOY" and "Riya Perfumes".

Expertise:

- Managed key client accounts
- Improved customer retention by 20%
- Developed strategic sales plans
- Conducted market analysis
- Achieved 30% increase in sales
- Collaborated with cross-functional teams
- Trained and mentored junior account managers

Sales Executive

Praadis Technologies, Bhopal, M.P / India, Bhopal

2020 - 2022

As a Sales Executive at Praadis Technologies, I was responsible for driving sales and generating revenue for the company. I worked closely with clients to understand their needs and provide them with suitable solutions. My

strong communication skills, persuasive abilities, and knowledge of the company's products and services helped me excel in this role.

- Achieved 20% increase in sales during my tenure
- Maintained positive relationships with existing clients
- Conducted market research to identify potential leads
- Collaborated with cross-functional teams to develop new sales strategies

EDUCATION

Master of Business Administration (MBA)

VNS Group of Institutions, India, Bhopal Madhya Pradesh

2020 - 2022

Bachelor of Commerce

Barkatullah University Bhopal, India, Bhopal Madhya Pradesh

2017 - 2020

SKILLS

Account Management



Client Relations



Strategic Planning



Business Development



Relationship Building



Sales Analysis



Conflict Resolution

