



Phone: +91-7838742546
 E-mail: pulastdivya@gmail.com
 LinkedIn: www.linkedin.com/in/divya-pulast
 Location: Delhi

"To build a challenging career with honesty and loyalty by translating my experience, knowledge, skills and abilities into value for the organization I am going to be a part of."

Divya Pulast

Skills

- Microsoft office suite
- Salesforce.com
- Accounts Management

Core-Competencies

- Market Research
- Client onboarding
- Client retention
- Ability to meet deadlines
- Excellent Communication
- Organizational skills
- Key Account Management
- Client Relation
- Impeccable attention to details
- Planning and Organizing
- Sales conversion
- Vendor Management
- Queries handling
- Negotiation

LANGUAGES KNOWN

- Hindi
- English
- Spanish



WORK EXPERIENCE

VEDANTU INNOVATIONS PVT. LTD.

Business Dev.Exec. (August 2020 – Present)

Customer Handling/ Servicing

- Advise student/ parents for their learning needs through structured Counselling Sessions
- Fix appointments and conduct online demo sessions on daily basis including follow up sessions

Sales & Marketing

- Understand Customer profile & problems to explain implication of ineffective learning methods
- Create the need for Smart Learning and advise student-parent to buy Vedantu Subscription as solution
- Handle Objections and Price Negotiation to generate Sales Revenue

TREEBO HOTELS

Corporate Sales Manager (May 2019–May 2020)

Sales & Marketing

- Efficiently developed sales & marketing promotion campaigns, set goals, and measured results
- Successfully acquired leading clients for the organisation

Client Servicing

- Operate as the primary point of contact for key account stakeholders
- Developing a trusted advisory relationship with accounts, customers and internal
- Expanding relationships and bringing in new clients

Channel Management

- Leading in legal liaison, contracting and payment agreement with client
- Tracking the credit policy

Certifications

- Certified for 'Excellent Networking Skills' during Live Project with Shiksha.com in 2017
- Certified for 'Strategic Sourcing of Reviews' during Live Project with Shiksha.com in 2017
- Received Participation Certificate for presenting in National Seminar on the theme 'Assessing Myopia in Current Economic Dynamics: Challenges for Sustainable Growth
- Received Letter of Recommendation from FMS, Delhi University for putting remarkable efforts in the promotional activities of E-Summit 2018 during Campus Ambassador Program
- Received participation certificate for attending a day long TEDx event = an independently organized TED event on the theme 'The World is Our Playground' at KIET Group of Institutions, Ghaziabad
- Received Certificate of Commitment from Central Vigilance Commission during Corruption Awareness Week



SUMMER INTERNSHIP

BW BUSINESS WORLD

Marketing intern (May 2018-June2018)

- Speaker acquisition & coordination
- Lead generation
- Handling event execution
- Event database management
- To penetrate all targeted accounts and originate networking opportunities for conversion into round table discussion format for key clients: Microsoft and Netcore Solutions



EXTRA CURRICULAR ACTIVITIES

- Successfully completed certificate course in Spanish language in 2016.
- Part of the college's music band named, 'Asian Thumb'
- Presented Research paper for International conference on the topic, "Digital Marketing in a Globalized Era" in 2017.
- Involved in Peer Tutoring, Advising for homeless animals through active participation and volunteering at Society for the Prevention of Cruelty to Animals, Noida.



EDUCATION

PROGRAM	School-College	Year
Post Graduate Diploma in Management	Asian Business School, Noida	2019
Diploma in IB	Oxford Business School, UK	2019
Bachelor of Commerce	Delhi University	2016

References available upon request

Passport No.: R7434057

Expiry Date: 11/28/27

I hereby declare that the above furnished details are true to the best of my knowledge

Signature: Divya Pulast