

Ms.KIRAN KAMBLE

Cell:91842-123-4721.Email- kkool1995@gmail.com

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Objective: Seek the Position of Sales and Account Manager/Inside Sales Mgr/Sales Training Manager/Business Development Manager/Sr .IT Sales Executive/Sr.Account Executive

SUMMARY: Remarkably gifted, knowledgeable and resourceful Inside Sales Professional with over six years experience in collecting and analyzing data to evaluate existing and potential product and service markets; identifying and monitoring competitors and researching market conditions and changes in the industry that may affect sales.

Summary of Qualifications

- Exceptional ability to respond to information requests from management, posts and other key stakeholders as appropriate.
- Profound ability to effectively manage individual performance in accordance with the TNZ performance management system, including agreeing measurable performance objectives.
- Great ability to plan, develop and implement research projects.
- Remarkable ability to understand research principles, and statistical analysis.
- Proven ability to analyze complex data and communicate and disseminate this information to laypeople clearly and accurately.
- In-depth ability to talk knowledgeably about statistical implications in context.
- Strong ability to give attention to detail and to prioritize tasks and meet deadlines.
- Uncommon ability to manage the demands of personal work peaks and demands, and manage time effectively.
- Strong team management skill and immense ability to form and manage relationships.
- Excellent verbal and written communication skills.
- Profound interpersonal skills and the ability to communicate with people across the organisation, and externally.
- Remarkable project management and strategic planning skills.
- Great level of computer literacy and advanced knowledge of Microsoft applications, including Word, Excel, Access and Powerpoint.

Awards & Recognition

Best Performers Award-2015-2016(Presidents Club Award)-Salebuild ITES.

Best RESEARCH ANALYST-2015-2016(Events and AG)-Salebuild ITES.

Champion of the Quarter(Inside Sales)-Demandshore (QED Baton)-2016-2017

Champion of the Year(Inside Sales) – Demandshore(2017-2018)

Mentor of the season-(Inside Sales)

Gold Award Winner HQL(Yearly Award)-Received Dec 2018

Professional Experience

Yoanone Solutions LLC(Formerly Yoan International)

Sales and Account Manager

Jan 2020 -Till Date

I play a key role in helping my team to identify rising business opportunities and build long-term relationships with prospects to increase company revenue and maximize profits.

Not only that I also focus on Account management - a post-sales role that focuses on nurturing client relationships.Managing relationships between the client and sales and customer support,Retaining their long-term business through contract renewals by ensuring client satisfaction.

MY RESPONSIBILITIES INCLUDE:

Keeping up to date with economic and business developments throughout the working day

Keeping up to date with overall business trends

Performing research into the market, customer trends, and competition in the market

Using quantitative and qualitative techniques to collect useful information

Deciding whether or not this research is useful and using it as necessary

Preparing detailed business plans which cover relevant goals and objectives

Looking after the company's financial resources and allocating them as appropriate

Liaising with other professionals in the company and in other companies, including account managers

Networking with employees from other companies and potential customers

Attending workshops and trade fairs

MY SKILLS :

Good communication

Good interpersonal skills

Good business knowledge

Negotiation skills

Tact and diplomacy

Creativity

A good grasp of numbers and the ability to write documents in a professional style

Organisational skills

A hunger to stay up to date with economic matters

The ability to stay calm under pressure and meet tight deadlines

The ability to keep objectives and goals firmly in sight

The ability to remain flexible and seek alternative options to problems

Problem solving skills

Demandshore IT Solutions Pvt Ltd.(QED Baton),Pune,MH

Sr. Business Development Executive/Inside Sales Manager

Demandshore(Part of Ziff Davis since July 2018)

ZDSB

April 2016-Jan 2020

- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails

- Understanding customer needs and requirements
- Routing qualified opportunities to the appropriate sales executives for further development and closure
- Achieving Monthly individual and team targets
- Handling Inside Sales Team
- Handling Different CRM Portals.
- From Contact to Closure

Salebuild ITES Pvt Ltd.(Part of Large Corporate -Ziff Davis Salebuild Support Services), Pune, MH

June 14-April 16

Research Analyst-Appointment Generation-Demand Generator

- Monitor and forecast marketing and sales trends
- Measure the effectiveness of marketing programs and strategies
- Devise and evaluate methods for collecting data, such as surveys, questionnaires, and opinion polls
- Gather data on consumers, competitors, and market conditions
- Analyze data using statistical software
- Convert complex data and findings into understandable tables, graphs, and written reports
- Prepare reports and present results to clients and management
- Research and Gather data to help a company market its products or services
- Gather data on consumer demographics, preferences, needs, and buying habits.
- Collect data and information using a variety of methods, such as interviews, questionnaires, focus groups, market analysis surveys, public opinion polls, and literature reviews.

**Impulse Technology, Pune, MH
2012 - 2014**

Sr.Market -Research Anayst/Inside Sales Team Lead

- Communicating with clients to understand and document the business objectives
- Making presentations—answering questions and instilling confidence
- Authoring reports containing actionable recommendations.
- Conducting in-depth data analyses using traditional and advanced methods
- Interpreting data, formulating reports and making recommendations based upon the research findings.
- Apply qualitative and quantitative techniques to interpret the data and produce substantiated recommendations.
- Dealt with front-line advertising and events incoming sales calls.
- Supported internal communications.

Education

BBA (pursuing)

HSC in Science - Kendriya Vidyalaya No.1,CBSE

SSC CBSE-KV VRDE

Personal Details:

Complete Name- Ms.Kiran Prakash Kamble

Father: Prakash Kamble/Officially Retired

Current Fathers Job: Business

Mother:Asha Kamble/Housewife

Address:Lohegaon Pune 411047

DOB :06/01/1995

Siblings: One Younger Sister and Brother/Both are Working Professionals

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