

Priyanka Seal

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Career Objective:

To acquire a position that affords me the opportunity to bring out my expertise and problem-solving skills to the fullest extent and pursuing my career with an ever-lasting eagerness to learn, thereby working for the betterment of the organization and to reach a responsible position.

Professional Overview:

- Making sales calls and handling enquiries from potential sellers.
- Telephonic conversations with interested/non interested clients and activate them.
- Decision making and problem solving.
- Setting up new marketing strategies.
- Managing seller relationships.
- Logging and progressing all new leads / potential sales enquiries.
- End to end seller relationship management.

Academic Credentials:

- *BBA from SBIHM under PTU in 2011.*
- *Completed PGDM (HR & Marketing) from Dewan V.S. Institute of Management, Meerut (U.P) in 2014.*

Work Experience:

Name of Organization : *Aegis Limited (Flipkart)*
Duration : *2nd JUNE 2019 to 20th April 2020*
Designation : *Senior executive in operations.*

Name of Organization : *American Express*
Duration : *JUNE 2018 to May 2019*
Designation : *Business Development Manager*

Name of Organization: *DreamGains Financials India Private Limited*
Duration : *November 2017 to 1st May 2018*
Designation : *Business Development Executive*

Name of Organization: *India Mart Intermesh Ltd (Bangalore)*
Duration : *Nov 2015 to January 2017*
Designation : *Relationship Manager*

Name of Organization: Info Edge India Ltd (NOIDA)
Duration : February 2014 to March 2015
Designation : Relationship Manager

Job Profile:

- **Formulating competent business strategies to market a wide range of products and ensuring the attainment of set sales and profit target.**
- **Thorough understanding of promotional and advertising activities.**
- **Ability to work to tight deadlines and multi-task.**
- **Ability to work in a fast paced and evolving sales environment.**
- **Coordinating with the Managers regarding the Sales targets.**
- **Cold calling to the sellers.**
- **Closing the Sales call.**
- **Achieving the monthly targets.**
- **Understanding the need of the sellers.**
- **Providing the relevant information to the sellers.**

Computer Skill:

Computer knowledge in MS-Word, MS- Power Point, MS-Excel.

Achievement:

- **Participated of Theme Base Role Play & Comedy Skit in SRM University & won prizes.**
- **Certification for performance.**

Personal Details:

Date of Birth : 17th September, 1989
Father's Name : Biman Chandra seal
Languages known : English, Hindi & Bengali

Declaration:

I, Priyanka Seal, declare that the information furnished above is true to the best of my knowledge and belief.