

ANKITA AGARWAL

CONTACT



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CORE QUALIFICATIONS

- Time Management
- Networking
- Good Listener
- Account development
- Training and mentoring
- Performance goals
- Cold calling
- Customer Service and relationships
- Marketing Skills

CERTIFICATIONS

- Training Certificate from Big Bazaar as loyalty trainee
- Training Certificate from Stock Holding Corporation of India Limited
- Appreciation Certificate for Daan Utsav by PANKH FOUNDATION

ACHIEVEMENTS

Promoted from Business Development Executive to Sr. Business Development Executive

LANGUAGES KNOWN:

- English
- Hindi

PERSONAL PROFILE

- Father's Name: Vimal Agarwal
- Mother's Name: Sunita Agarwal
- Date of Birth: 09-04-1996

Reliable Business Development Executive offering 2 years of experience working in busy, customer-driven environments.

EXPERIENCE

April 2019 to Current

Senior business development executive *Flipkart Internet Private Limited, Lucknow* ▪ Lucknow ▪ India, Lucknow, India

1. Working on Salesforce CRM to generate the business's leads to onboard sellers on Marketplace.

Built relationships with vendors to manage all ecommerce activities from onboarding to Sales.

2. Setting up the meeting with brand owners, manufacturers and pitching them to join our E commerce platform.

3. Suggesting gold and silver sellers how to increase sales by looking their account at granular level by seeing pricing, SLA and cataloging and setting up everything at competitive level.

4. Managing accounts of sellers, cross comparison of prices, catalogue quality, SLA and implementing advertising like CPC and CTR after analysing each listing to have maximum ROI.

5. Achieving Product target on Weekly basis and maintaining progress report on daily basis on Excel and on Salesforce of Marketplace.

EDUCATION

2019

PGDM Finance and Marketing

IILM Academy Of Higher Learning, Lucknow

2017

B.COM. Commerce

Career Convent Girls Degree College, Lucknow

2014

Intermediate Commerce

St. Fidelis College, Lucknow

2012

High School

St. Fidelis College, Lucknow

SUMMER INTERNSHIP

Company- Stock Holding Corporation Of India Limited

Duration- May 8 to July 8

Project Title- Equity Valuation Research Report on Technology Sector