

Neha Sharma

Objective

To work with a reputed institution that will provide me a good platform to utilize my knowledge and management skills and will help me to grow my career.

Synopsis

An UGC NET qualified seasoned MBA professional with 7 years of experience in sales and marketing. With proven analytical skills, quick adaptability pertaining to field of work and strong communication skills, I have helped organizations in identifying and resolving business challenges. Good communications and presentation talents, team handling, marketing management

Education

Master of Business Administration (MBA) in HR and Marketing: 7.85 CGPA
NATIONAL INSTITUTE OF TECHNOLOGY, KURUKSHETRA, HARYANA

Experience

Corporate Experience

Analyst Online – Campus Activewear Pvt Ltd
(March 2019 – May 2019)

Key responsibilities:

- Drive revenue growth through various marketplaces.
- Handling a team of 6 members doing cataloguing across ecommerce platforms.
- Monitor team members' performance to ensure the training they provide is being put into use, and to see if any additional training is needed.
- Handled photoshoot of new articles going to be uploaded.
- Meeting distributors and negotiating terms of contract.
- Create an environment of trust, open communication and cohesive team effort.
- Facilitate problem solving and collaboration.

Online Trader – NV Enterprises [Category – Kids Fashion]
(December 2017 - March 2019)

Key responsibilities:

- Sourcing, Pricing and making it competitive with all vendors.
- Managing products and their content on different e-commerce sites.
- Creating product variants.
- Inventory management
- Meeting suppliers and negotiating terms of contract.
- Participating in promotional activities.

Team Leader – Seller On-Boarding – Snapdeal
(December 2013 till May 2016)

Key responsibilities:

- Strategize and prepare plan to meet objectives assigned to team on a monthly basis.

-
- Quality control of sellers taking on-board.
 - Monitor team members' participation to ensure the training they provide is being put into use, and to see if any additional training is needed
 - Manage flow of day-to-day operations
 - Create reports to monitor team's progress
 - Create an environment of trust, open communication and cohesive team effort.
 - Facilitate problem solving and collaboration.
 - Work as a cohesive between seller on boarding and product management team.
 - SPOC to handle communication between different categories and on boarding department.

**Business Development Executive-RampGreen
(April 2013 till December 2013)**

Key responsibilities:

- Pitching of various services of digital marketing to potential clients.
- Analysing the competitor Websites and creating Competitive Intelligence Analysis reports.
- Developing draft proposals based on client meetings and discussions.

**Business Development Manager - Ginormous Technologies Pvt. Ltd.
(November 2011 – April 2013)**

Key responsibilities:

- Initiate marketing strategies and coordinate actions to influence the market.
- Clarify goals and reach on agreement maintaining the interests of all.
- Discuss strategic and sensitive issues while understands client's needs.
- Build and maintain excellent relationships with colleagues and clients.
- Managing social media presence to promote the company's products and services.

Area of Interest

- Marketing

Achievements / Extra-Curricular Activities

- Awarded for best team performance of the month in Snapdeal.
- Awarded for best motivator of the month in Snapdeal.
- Awarded for excellence in quarterly performance in Snapdeal.
- Recognized as best employee of the month in Ginormous Technologies

Personal Details

- Age & DOB: 33 years, 30-09-1985
- Sex: Female
- Father's Name: Mr. Vinod Kumar Sharma
- Marital Status/Nationality: Single/Indian
- Languages Known: English, Hindi
- Passport No.: T1358081