

NEHA BELEKAR

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📞 91-7758086071

📍 Mumbai, India 421306

Result-driven and dedicated sales professional with **5+ years** of work experience in strategic alliances and partnership having strong consistent record of exceeding the targets by 25-30%. Having history of establishing new business concepts which immensely helped generating revenue. Also meeting company goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.

EXPERIENCE

- 06/2022 - 11/2022 **Sr. Associate Presales, Drip Capital Services India LLP, Mumbai, India**
- INDIA GROWTH
 - Working with SME's for Post shipment Finance up to \$2.5 million
 - Outbound calling: Calling Directors, CEO's of various organization and approaching to get onboard on our platform for using our finance or credit family
 - Closely working with SME's generate lead via cold calling
 - Arranging Follow-ups, Presentations, google meet with the regional manager
 - Handling cycle from lead generation to closing the lead till underwritting
 - Handling and dailing daily calls of **100+** leads
 - generating talktime of **1.5** hrs with **50+** connected calls
 - Working on CRM's such as **HUBSPOT, FRESHSALES, PANJIVA, ZOOMINFO, ADMIN DASHBOARD**
 - Creating Customised offers for individual **SME's** and Followups on the document ion
- 12/2021 - 03/2022 **Sr.Influencer Relation Associate, Times Internet, Munbai, India**
- Influencer strategy and planning.
 - Research Influencers with relevancy,Planning their gives and gets.
 - preparation of defined deals new ideas & roadmap by analyzing latest trends in the marketing space. Accordingly, keeping both target influencer list & value-exchange model dynamic and ever-evolving.
 - Working on strategic action plan. Develop and create unique ideas with realistic approach
 - Influencer Outreach and Onboarding
Outreach through multiple social media platform. Onboard influencers with large following of engaged users. Making them highly valuable potential partners. Reach out to minimum **100 to 200** influencers and onboard minimum **20 to 25 influencers in month.**
 - Partnership Success
 - Will meet and surpass clients expectations. Will be personalized, Convenient and Proactive.
 - Create and enforce plans that will help client to be more user friendly to product Continuous engagement with onboarded clients. Building and maintaining profitable relationship with key customers. Conducting business reviews
- 02/2021 - 12/2021 **Business Development Manager, RKSVM Securities India Pvt Ltd, Mumbai, India**
- Hunting prospects from different social media such as youtube,Instagram,facebook, linkedin and others.

- Lead Mining
- Onboarding the partner such as financial influencers on upstox platform
- work as a relationship manager for all the existing partners as well new ones
- Cold calling, Building sales pipeline.
- Followup calls and cold emails
- Working with Financial Influencers as an affiliate marketing.
- Revenue generation
- Created effective marketing, sales and promotional initiatives to drive revenue.
- Researched prospective clients to develop and execute cold call lists.

01/2019 - 03/2020

Sr. Customer Service Executive, Unique Business Solutions, Mumbai, India

- Worked for US Process, sales and lead generation
- Worked Insurance process
- Cold calling generating leads via social media, outbound calling
- Minimum 200 calls a day
- Handling escalations
- Generating revenue of weekly basis
- Closing minimum 5 calls for a day.
- Managed high-volume customer calls, providing efficient service to continually meet timeframe targets.
- Contacted customers to provide updates on orders and purchases, updating CRM system with notes on conversation.
- Applied company policy and procedure to increase customer satisfaction.
- Kept strong knowledge of company rules and policies to address returns, faulty products and delayed delivery issues.
- Planned own workload to meet deadlines and changing priorities.

CORE SKILLS

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| • Influencer outreach efforts | • Customer service | • Patience |
| • Mentoring Communication and Interpersonal skills | • Collaboration skills | • Integrity |
| • Project management | • Multitasker | • Leadership |
| • Time management | • Strength | • Drive and adaptability |
| • Online sales | • Creativity | |

EDUCATION

2012

HSC, Science
Pune University

DECLARATION

I Neha Belekar, hereby declare that the information provided above is true to my belief and knowledge.

Date:

Place:

Sign: