

# PRAGATI SINGH

6386613695



Senior Accounts Manager

singhpragati8801@gmail.com



Noida, Uttar Pradesh



## SUMMARY

An ambitious sales professional with 2 years of experience in the field, I possess advanced communication skills that facilitate effective relationship building and client management. Holding a B.Com degree with a specialization in finance and international marketing, I have a proven track record of delivering exceptional results and have expertise in handling teams to achieve collective goals.

## EDUCATION

### Chhatrapati Shahu Ji Maharaj University

Bachelor of Commerce

## SKILLS

- Business Development
- Relationship Management
- Business Strategy
- Customer Satisfaction
- Account Management
- Microsoft Excel
- Key Accounts
- Relationship Development
- Sales
- Interpersonal Skills
- Sales Management
- Lead generation
- Strategic Thinking
- Researching
- Team Handling
- Leadership
- Interactive Communications

## CERTIFICATIONS

- Google Ads - Measurement Certification
- Get Started Using Google Analytics

## PROFESSIONAL EXPERIENCE

### Senior Accounts Manager

TopRewards | April 2024 - Present

- Led and managed a team of 6 members, fostering a collaborative and high-performance work environment.
- Consistently met and exceeded sales targets, contributing to significant revenue growth for TopRewards.
- Developed and maintained strong relationships with key clients, ensuring high levels of customer satisfaction and loyalty.
- Created and implemented strategic sales plans to expand the company's customer base and enhance market presence.
- Regularly monitored team performance, provided constructive feedback, and implemented training programs to enhance team capabilities.
- Worked closely with other departments, such as marketing and product development, to align sales strategies with company objectives and drive overall success.

### Business Development Executive

BigCity Promotions | May 2023 - March 2024

- Effectively identified and pursued new business opportunities, generating quality leads to expand the client base.
- Successfully executed sales strategies, closing deals and meeting sales targets to drive revenue growth.
- Managed client accounts with a focus on building strong relationships, ensuring client satisfaction, and fostering long-term partnerships.
- Led a team of 3 interns, providing guidance, training, and support to enhance their performance and contribute to the overall success of the team.
- Developed and implemented business development plans to identify market trends, optimize resources, and achieve organizational objectives.

### Senior Business Development Associate

Think & Learn Pvt Ltd | March 2022 - April 2023

- Utilized CRM systems for accurate customer interaction tracking, expanded business through network development, and successfully coordinated client meetings, presentations, and negotiations.
- Negotiated contracts and closed sales with new and existing clients.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.