

Priyanshu-Soni

MBA 2022-Marketing, Operations

am a proactive, goal-oriented, and self-motivated individual looking forward to working in a challenging and dynamic environment and contributing to my best ability in terms of growth and value addition and further to myself as a professional



Experience

Full-time –Fin Balor Laboratories Pvt Ltd

25 July 2024 – Working

Area Sales Manager (Indore,bhopal)

- to maintain and develop the company's image
- To Achieve The Sales Budget Designed By The Company Month By Month.
- To Maintain Good Relation With Dr. Chemist And Stockiest.
- To Confirm Timely Execution Of The Admin Work (Expense ,Dcr,Dr. Coverage, Core And Corporate Dr. Coverage).

Full-time – Physics Wallah PVT LTD

Senior Associate Marketing & sales

12 nov 2022 -20 july 2024 (Indore)

KEY RESPONSIBILITIES:

- Proven track record of consistently exceeding sales targets and driving revenue growth
- Strong leadership skills in effectively managing and motivating sales teams to achieve outstanding results
- Expertise in developing and implementing sales strategies and tactics to penetrate new markets and expand customer base
- Skilled in building and nurturing long-term client relationships to drive customer satisfaction and retention
- Experienced in conducting sales training and coaching to enhance team performance and sales effectiveness

Experience – Sunrise Remedies Pvt Ltd

Key Responsibilities indore(MP)

5 oct 2019 – 30 oct 2020

Senior Business Development Associate

- To Maintain And Develop The Company's Image .
- To Confirm The Judicial Implementation Of Company Strategy In Assigned Market
- To Maintain Good Relation With Dr. Chemist And Stockiest.
- To Develop And Maintain Mixed Product Sales
- To Confirm Timely Execution Of The Admin Work (Expense ,Dcr,Dr. Coverage, Core And Corporate Dr. Coverage).
- To Achieve The Sales Budget Designed By The Company Month By Month.

Experince –DS spiceco Pvt Ltd (FMCG)

Indore(MP)

Key Responsibilities

15 jan 2017 – 30September2019

Sales officer

- Expert in conducting sales presentations, negotiations, and closing deals
- Proficient in utilizing CRM systems to track leads, manage pipelines, and monitor sales performance
- Effective in identifying client needs, understanding their pain points, and providing tailored solutions
- Excellent communication and interpersonal skills to establish rapport and maintain long- term client relationship
- analysis Skilled in developing and implementing effective client acquisition strategies and campaigns

Internship – InvestoSure Private Limited

sales intern

2 july2017- 10 dec2017

Key Responsibilities

- Direct Sales , Strong Ability To Identify Market Trends, Consumer Insights, And Competitive Landscape
- Lead Generation , Effective In Presenting Research Findings And Actionable Recommendations To Clients
- Proficient In Managing Research Projects, Timelines, And Budgets
- Experienced In Conducting Market Segmentation And Customer Profiling Studies

BADA BAZAR SAGAR

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Languages Known

Read Write Speak

English ✓ ✓ ✓

Hindi ✓ ✓ ✓

Skills

- MS office
- Sales
- Customer Engagement
- Time management
- Marketplace
- B2c Sales
- B2b sales
- Team Handling
- Client handling.
- Dealer Management
- Revenue Expansion & Business Growth
- Crm & growth Strategy
- Client Relationship Management Developing Marketing Strategies
- Business Development Management
- Team Management Team Handling
- Customer Service

Education
MBA 2022

Sage University Indore (Percentage – 68%)

Marketing, Operations

- Dual specialization in Marketing and Finance through MBA program
- Proficient in conducting market research and analysis to identify market trends, customer preferences, and competitive landscape
- Skilled in creating marketing strategies and campaigns to enhance brand awareness, drive customer acquisition, and increase market share
- Adaptable and innovative mindset to leverage marketing and finance knowledge for business growth and strategic decision-making

2018 Bsc (Percentage - 69.86%)
Maharishi Mahesh Yogi, Vedic Vishwavidyalaya, Madhya Pradesh

2015 Process plant Maintenance (NCVT)
Govit ITI sagar (Percentage - 60.00%)

2013 Class XII (Percentage - 60.00%)
Pandit Ravi Shukla Higher Secondary School

2010 Class X (Percentage - 64.00%)
Saraswati High Secondary School

Academic Projects

Market Research Project, Title - WFH is better than WFO

Certifications

- Business Strategies Jun 2021
- Marketing Analytics Jun 2021
- B2B Lead Generation +B2B Sales