

Sonali Jha

Account Manager

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OBJECTIVE

Goal-oriented, high-energy SALES & MARKETING PROFESSIONAL. Develop and harness business relations to cultivate and capture new and existing business that establish targeted goals. Effectively assess challenges and implement strategies to maximize sales. Drive and perseverance to deliver quality in service and product.

PROFESSIONAL EXPERIENCE

BSG CORPORATION City, MI

Provider of over 1500 products and services for business form & software solutions.

Account Manager (02/06 – present)

- Manage accounts worth 2.5M in annual sales.
- Exceeded sales targets in 2008 and 2009 by minimum 50%.
- Key player in instigating the company's brand redesign to increase overall brand recognition.
- Develop and deliver new business acquisitions through business-to-business sales and trade shows.
- Apply business acumen to develop and capture market share.
- Create and execute marketing initiatives, which increase overall sales.

ABC CLOTHING

City, MI

Clothing retail store.

Key Sales Associate / Front End Supervisor / Key

Merchandise Specialist (04/03 – 02/06)

Recognized performer by senior management and go-to-person for new projects and leadership roles.

SUMMARY OF QUALIFICATIONS

- New Business Development
- Client Relationship Management
- Project Development & Management
- Key Account Management
- Consultative & Solution Sales
- Negotiation Skills
- Sales & Marketing Leadership
- Cold Calling
- Strategic Planning & Implementation
- Marketing Development
- Leadership & Teambuilding

EDUCATION

M.B.A. Concentration in International

Business GPA 3.89

- Selected to participate in two-week trip to China, visiting Tyco Electronics and Amway.
- Great University, City, MI – expected 2010