



# MARY JACINTHA

## INSIDE SALES REPRESENTATIVE

### PROFILE

A results-driven sales executive with over 8 years of experience in B2B payment solutions. Skilled in CRM, strategic account management, and market analysis. Pride myself on my track record of surpassing sales targets and fostering long-term client relationships..

### WORK EXPERIENCE

#### TWGS

NOV-2020 TO DEC 2024

#### Inside Sales Representative

- B2B Sales and [4] years of experience in driving business growth and managing key client relationships. Proven track record in identifying new business opportunities, negotiating high-value contracts, and delivering tailored solutions to meet client needs. Adept at market analysis, strategic planning, and cross-functional collaboration to enhance service delivery and achieve sales targets. Skilled in building and maintaining long-term partnerships, optimizing sales processes, and improving customer satisfaction
- Managed the procurement process for a wide range of auto parts, ensuring timely and cost-effective purchasing to meet production needs
- Tracking Coordination: Requested and obtained tracking details from carriers or suppliers to monitor shipment progress.
- Accurately entered tracking information into the company's inventory or order management systems.
- Purchase Order Management: Prepared and sent accurate purchase orders to the yard, ensuring all details (such as part numbers, quantities, and specifications) were correct and conforming the same.
- Pitched, identified leads & Maintained fruitful relationships with customers
- Real-time understanding of the competitive landscape to assist in building win-based proposals and pricing.
- Coordinated with cross-functional teams to address product issues and improve overall customer experience.

### CONTACT

☎ 6363469148 / 6363662088

✉ mjacintha166@gmail.com

📍 Bangalore, India

### EDUCATION

- SSLC, April 2003
- PUC, June 2005
- BBA, MKU, 2008

### SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

## LANGUAGES

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- English (Fluent)
- Hindi (Fluent)
- Kannada (Fluent)
- Tamil (Fluent)

## CORE QUALIFICATIONS

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- ·B2B Sales
- ·High Negotiation Skill
- ·Purchase Order Management
- ·Cold Calling & Generating Leads
- ·Supply Chain Coordination
- ·Problem Solving
- ·Healthcare Regulations
- ·Customer Service
- ·Relationship Building
- ·Auto Parts Knowledge
- ·Cost Reduction Strategies

### Orange HealthDiagnostics.

JUNE 2016 SEP 2020

#### Inside Sales Representative

- ·Drive enterprise business ease of sales operations and productivity through constant improvement of sales systems and processes to benchmark and surpass industry standards.
- ·Support frontline sales by working with Product teams to launch new accounts and open new revenue streams in existing accounts with minimal time to market.
- ·Improve OHL brand positioning by identifying Industry forums, creating a quarterly newsletter for Partners, develop collateral and training programs to improve sales efficacy
- ·Design, track and optimize sales incentive programs to enhance sales productivity
- ·Drive Business planning by designing account plans, competitive analysis and maintaining the sales pipeline
- ·Focus over customers and deep dive into their engagement with the platform. Use this knowledge to build retention campaigns that convert potential lapsed & inactive users to engaged users. Leads the reporting, monitoring, tracking for the different campaigns & also publish appropriate performance dashboards