

ISHU CHAWLA

New Delhi, India | +91 9821239617 | ishuchawla2002@gmail.com

SUMMARY

Sales professional with extensive experience in driving revenue growth, building client relationships, and exceeding targets. Skilled in negotiation, market analysis, and customer engagement. A highly sought-after candidate, recognized for delivering exceptional sales performance and attracting interest from top companies eager to hire. Currently pursuing a Masters of Business Administration at the Amity University, with a thirst for knowledge and a desire for a holistic business perspective. Eager to apply my experience and skills in sales department.

PROFESSIONAL EXPERIENCE

IN TECHNOLOGIES PRIVATE LIMITED. - SALES EXECUTIVE (August 2024 - March 2025)

- Client Relationship Management: Build and maintain strong relationships with clients, ensuring long-term partnerships and repeat business.
- Market & Competitive Analysis: Stay updated on industry trends, competitors, and emerging technologies to position offerings effectively.
- Negotiation & Closing Deals: Handle pricing discussions, contract negotiations, and finalizing deals to drive business growth.
- Collaboration with Teams: Work closely with marketing, product, and customer support teams to enhance customer experience and optimize sales strategies.
- Sales Target Achievement: Consistently meet and exceed sales quotas by presenting and selling technology solutions.

POSITION AND RESPONSIBILITIES

RK TRADING CO. - AS A MARKETING EXECUTIVE

Strategic Marketing & Planning

- Develop and implement marketing strategies to drive brand awareness and lead generation.
- Conduct market research to identify customer preferences, industry trends, and competitive positioning.

Branding & Content Creation

- Coordinate with designers and content creators to ensure consistent brand messaging.
- Organize events, webinars, and sponsorships to enhance brand visibility.

Sales & Customer Engagement Support

- Work closely with the sales team to generate leads and improve conversion rates.
- Analyze customer feedback and market data to refine marketing strategies.
- Maintain relationships with key clients and stakeholders to enhance customer loyalty.

EDUCATION & OTHER

QUALIFICATIONS	INSTITUTE	From	Year of passing
Masters of Business Administration (MBA)	Amity University, Delhi	2024	2026
Bachelor's of Business Administration (BBA)	Guru Gobind Sing Indraprastha University, New Delhi	2020	2023

XII th (CBSE)	DAV Public School	2019	2020
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SKILLS

Technical Skills: <ul style="list-style-type: none"> • Basic Excel • Word • Digital Marketing Project and Time Management: <ul style="list-style-type: none"> • Project Management • Time Management • Event Management 	Communication and Leadership: <ul style="list-style-type: none"> • Public Speaking • Leadership • Networking • Client Management • Emotional Intelligence Analytical and Research Skills: <ul style="list-style-type: none"> • Research • Fast Learner
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