

Aarzo Suneja

Sales Executive L-3 At Nobroker.com



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Professional Sales Executive with a 2 years of expertise maintaining superb customer care while attending to high call volume. Conducts sales outreach activities according to established objectives. Driven to maximise daily efforts to achieve call volume and talk time requirements.



Skills

Cold Calling



Sales expertise



Product and service sales



Employee guidance



Complaint resolution



CRM



Online chat and email



Issue escalation



Relationship building



Work History

2021-02 - 2023-03

Sales Executive

Nobroker, Bengaluru

- Retained clients and obtained referrals by promptly resolving customer complaints, adding value and elevating service quality
- Managed customer relationships through consultative sales techniques to attain individual sales goals
- Liaised with customers to determine needs and provide recommendations
- Showcased product features and benefits to drive sales
- Communicated brand identity and corporate position to internal and external customers to foster brand loyalty and recognition
- Maximised customer retention by proactively contacting upcoming renewals.
- Identified new business opportunities through cold calling, networking, marketing and prospective database leads.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Increased sales with execution of full sales cycle processing from initial lead processing through conversion and closing.

2020-02 - 2020-05

Xpertvis International Pvt. Ltd

- Understanding the factors influencing overseas destination choice for students in New Delhi, The purpose of the internship was:
- Generating high volume leads through digital marketing and field work i.e., social media, and meet the students in the various college campuses
- Grow sales for the new service (Free IELTS)
- Core Qualifications
- Customer relations
- Lead generation
- Cold calling
- Research skills



Education

2019-05 - 2021-02

MBA: Marketing

Icfai Business School - Bengaluru

2016-06 - 2019-03

BA: Arts

Panjab University - Chandigarh

[linkedin.com/in/aarzoosuneja](https://www.linkedin.com/in/aarzoosuneja)

2014-05 - 2016-05

PUC: Arts

DAV Senior Secondary Model School - Abohar

2001-03 - 2014-03

Assumption Convent School - Abohar



Languages

Hindi



Advanced (C1)

English



Advanced (C1)

Punjabi



Advanced (C1)



Interests

Travelling

Cooking