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| ProfileExperienced in accelerating sales growth and cultivating team synergy. Leveraging strategic thinking and analytical prowess in sales roles. Eager to contribute to dynamic sales teams with a demonstrated ability to exceed targets and drive revenue.Contact **PHONE:**  9399646967, 9617629829  **ADDRESS:**  E- 27, Subhash Colony, Ashoka Garden, Bhopal, M.P.  **EMAIL:**  [Nidhishrestha11@gmail.com](mailto:Nidhishrestha11@gmail.com)  **LinkedIn-**  <https://www.linkedin.com/in/pareeksha-shrestha-2672b322a> Skills  * Solution Oriented Mindset * Time Management * Adaptable * Compassionate * Well-versed in Microsoft Suite applications, including Excel, Word, and PowerPoint. |  | EDUCATIONPeople's university powered by Sunstone Eduversity, Bhopal, M.P. Finance and IT, 2023 Barkatulla University, Bhopal, M.P. B.com, 2021  **Mother Teresa Sr Sec co-ed School** 12th, Commerce, 2017  **Mother Teresa Sr Sec co-ed School** 10th, 2015 WORK EXPERIENCE **Junior Manager- Admissions, FIITJEE eSchool, Delhi** Oct. 2022 -Present   * Enhanced tele/video counseling methods resulting in an impressive 90% increase in customer acquisition. * Facilitated engaging pre-sales conversations, and presentations, and adeptly handled objections. * Stayed updated with comprehensive product knowledge to educate leads and maintain brand integrity. * Scheduled impactful meetings to generate positive referrals and drive enrollment growth. * Ensured customer satisfaction by effectively concluding counseling sessions. * Maintained accurate records in CRM systems to meet regulatory standards. * Attained sales targets consistently by focusing on effective closure strategies. * Provided clear reports showing conversion performance for easy comprehension.   **Intern, Edushine, Delhi** Feb. 2022 - Mar. 2022   * Engaged in an internship project titled "Gender Diversity and the Status of Female Academic Leaders in Indian Higher Education." * Conducted extensive research utilizing secondary data sources available on the internet. * Compiled a comprehensive report summarizing the research findings and insights gathered during the project duration.  Achievments  * Researched consumer durable products, analyzed primary and secondary data, and delivered concise reports and presentations. * Campus Ambassador in Sunstone eduversity for Bhopal campus. * National Football Championship. |