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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**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, 2023Barkatulla 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.
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