
SHWETA NAYEE

SALES SPECIALIST

PROFILE

Result-driven sales professional with 5 years of experience consistently exceeding sales targets and building strong client relationships. Proficient in identifying customer needs, delivering product knowledge, and closing deals. Adept at lead generation, account management, and providing exceptional customer service. Seeking to leverage my expertise in a dynamic organization to drive growth and success.

CONTACT

Mumbai, India

+91 9226480253

nayeeeshweta96@gmail.com

CERTIFICATIONS

Google Digital Certification

ACHIEVEMENTS

Appreciation Award from Middy for outstanding sales performance.

EXPERIENCE

SALES SPECIALIST / SAFFRON STUDIO PVT LTD

JAN 2023 – OCT 2024

- Managed sales for FIT and GIT groups, consistently achieving sales goals.
- Developed and maintained strong customer relationships.
- Identified and targeted potential customers, presenting tailored solutions to meet their needs.
- Created and delivered compelling sales presentations, focusing on new market opportunities.
- Negotiated sales contracts and provided post-sale service.
- Planned and executed marketing and advertising campaigns to drive sales.
- Contributed to sales forecasting, ensuring alignment with business goals.

SENIOR SALES EXECUTIVE/ STAY VISTAPVT LTD.

MAR 2021 – DEC 2022

- Successfully led account management for key clients, ensuring satisfaction and long-term retention.
- Executed targeted sales strategies, increasing company revenue by 15%.
- Developed customized marketing plans in collaboration with the marketing team.
- Managed sales pipelines, providing regular updates on progress and opportunities.

SALES EXECUTIVE/ WEDDINGZ.IN

JUL 2018 – MAY 2020

- Exceeded individual sales targets for wedding planning services.
- Identified key opportunities in niche markets, growing the client base by 10%.
- Built and maintained strong relationships with clients through consistent follow-ups.

EDUCATION

Bachelor of Mass Media (Advertising)

Viva College

Graphic Designing

Arena Animation School

KEY SKILLS AND CHARACTERISTICS

Sales & Negotiation, closing skills, lead generation and account management, Customer Relationship, Building and maintaining long-term client partnerships, Proficient in digital marketing tools and sales forecasting. Team Collaboration, Ability to work effectively in teams and lead sales projects.

LANGUAGES

Fluent in English, Hindi, Gujarati, and Marathi.