



SHOBHA

CONTACT DETAILS:

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Add: East Delhi, West
Vinod Nagar-110092.

SKILLS

- ❖ SOFT SKILL
- ❖ LEADERSHIP
- ❖ STRONG WORK ETHIC
- ❖ MULTITASKING
- ❖ ADAPTABILITY
- ❖ ORGANIZED
- ❖ PROBLEM -SOLVING
- ❖ COMMUNICATION

PROFILE SUMMARY

Highly Motivated Confident Sales Associate With Extensive Customer Service And Sales Experience. Outbound/Inbound Sales Professional With Track Record Of Driving Increased Sales, Improving Buying Experience And Elevating Company Profile With Target Market. Multitasking And Time Management Abilities. Devoted To Giving Every Customer A Memorable Experience.

EDUCATION

- ❖ BACHELOR OF ARTS : POLITICAL SCIENCE Honors DELHI UNIVERSITY NORTH CAMPUS (2017)
- ❖ INTERMEDIATE : CBSC BOARD - DEHI (2013)
- ❖ METRICULATION: CBSE BOARD - DELHI (2011)

COMPUTER

- ❖ PROFICIENT IN MICROSOFT WORD, POWER POINT, EXCEL, [OTHER PROGRAMS]

WORK EXPERIENCE

GLAMYO HEALTH TECHNOLOGY PVT. LTD. (4 Aug '2022- 9 Jun '2023)

DENTAL COUNSELOR | Sales & Services

- Committed To Providing Personalized Care And Support Throughout The Aligners Treatment Journey, Ensuring The Best Confident Smile.
- Aligners Treatment Procedures, Booked Appointment with Doctor, Collecting Payment, Including Scanning, Aligner Attachment, and Follow-Up Care.

POLICY BAZAAR | GURGAON (27 Jan' 2021- 27 Apr'2022)

ASSOCIATE SALES CONSULTANT | Life Insurance (Term/Investment Both)

- Identified Customers' Needs And Suggested Products To Meet Requirements.
- Advised Clients On Insurance Coverage And Personal Protection Options During Exhibitions And Promotions. Closed the sales.
- Pure sales, Customer Service & Upselling term Life Insurance.

ENTICING HOLIDAY (6 Mar'2019-23 Nov 2020)

TRAVEL SALES CONSULTANT | Sales, Operations & Payment Collection

- Created And Completed Travel Itineraries, Followed Up On Outbound Calls And Offered Information.
- Closed Sales By Providing Each Tour Package's Features, Benefits And Value.
- Providing International & Domestic Tour Package With Hotel Booking (Dubai, Maldives, Bali, Singapore, Malaysia, Thailand).

LANGUAGE

❖ HINDI

❖ ENGLISH

S.I.T. HOLIDAYS

(SEP 2016-MAR 2017)

TRAVEL SALES CONSULTANT | Sales, Operations

- Followed Up On Outbound Calls And Offered Information, Overcame Objections And Closed Sales.
- Closed Sales By Providing Each Tour Package's Features, Benefits And Value- Making standard itinerary & provide best tour package with memorable travel journey.

MAKE MY TRIP AT SERCO

(11 Jun'2015-Aug' 2016)

TRAVEL SALES AGENT | Inbound & Outbound Calls

- Holiday Sales Representative (Booking Hotel & Domestic Holiday Packages).
- Customer Support & Services

DATA ENTRY OPERATOR at AWMS Pvt Ltd.

(6 Jun'2014-27 Apr 2015)

DECLARATION

I hereby declare that the information given above is correct to the best of my knowledge.

SHOBHA

PLACE: New Delhi

DATE