



SONAL GUPTA

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OBJECTIVE

Multi-faceted, efficient, and reliable business development & sales professional . experience heading sales personnel, and managers to improve the outcome as target achievement and generating revenue for brand growth. Develops and administers training programs for employees, assesses training and development needs for organisations, helps individuals and groups develop skills and knowledge, presents in-person training sessions, monitors training for effectiveness. Challenging opportunities that contribute to the outstanding success of the organization, with ability to utilize skills and education.

EDUCATION

Svsu
MBA

Stanford University
International women's health and human rights

Vikram University
BHMS

SKILLS

Sales & marketing Communication skills Client coordination Product training Team leadership Critical thinking & problem solver Active listener Operation Branch management Target achievement Organizational & time management Recruitment

EXPERIENCE

AYUVA lifescience pvt Ltd

April 2020 -

Sales & business development associate
Sales & business development, tracking the products sales and leading sales team to achieve the targets.

Directly reporting to the MD, about product sales and strategise the marketing campaign & events , Business expansion by leading clients for business development ventures, generating leads and building client networks, maintaining a positive brand image, training new representatives, and meeting monthly targets.

Dr. Batra's multispeciality Pvt Ltd

July 2009 - March 2020

Sr. Consultant, Assistant center manager
Consultant for all new leads, guide them about the services provided by the company, assure the best experience and solution given to all the customers

, providing the detail information about the products suitable for them , training of all staff and aesthetic team management, training sessions, aesthetic department, auditor for products department, revenue growth, product sales.

Richfeel trichology pvt ltd

March 2008 - April 2009

Center consultant

Consulting all new leads , guiding them about the company services. product sales. Target achievement. counseling, communicating with all clients and advising the best products