

PRIYANKA NILESH SHETYE

Key Accounts Manager – Sales

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TOTAL WORK EXPERIENCE: 10 YEARS

MIRACLE CABLE(I) PVT LTD.

Working as “Key Accounts Manager” since May 2024 till date.

CYBER POWER SYSTEMS INDIA PVT LTD.

Working Experience of 6+ years as “Senior Sales Executive” since Nov 2017-April 2024.

GLOBAL POWER SOURCE (I) PVT LTD.

Working Experience of 2+ years as “Executive-Service” since May 2015-Nov 2017.

WORK PROFILE:

- Strengthened relationship with existing accounts by handling their enquiries in supportive manner.
- Ensured customer satisfaction by addressing technical requirements, competitive pricing, product quality, and timely delivery.
- Monitor market trends & customer needs to identify new opportunities.
- Researched and submitted relevant tenders, ensuring alignment with company capabilities and client needs.
- Maintain sales pipeline of potential leads & prospects.
- Collaborated with departments to ensure customer requirements & satisfaction.
- Tracked sales data for analysis & forecasting.
- Developed and maintained relationships with both current and prospective customers, ensuring ongoing business development.
- Generated detailed sales reports and forecasts to track progress and inform strategic decisions.
- New Vendor Registration.
- Managed timely follow-up on all sales inquiries, orders & payments.
- Worked closely with sales and marketing teams to prepare promotional materials like datasheets, catalogs, and newsletters.
- To generate authorization numbers for dealers and registering the same on Gem portal for BID participation.
- To create catalogues in Gem portal for BID participation of partner
- To arrange certificates as per tender requirements.
- To co-ordinate with vendors for BIS, NABL certification for UPS.
- Payment follow-up with customer and update Accounts and Payment follow-up team.

PROFILE

A Key Accounts Manager with 10 years of experience in sales execution, lead generation. Skilled in building long-term client relationships, driving sales growth, and leveraging CRM, Order Execution (Direct Billing PAN India), SAP, GeM (Government E- Market Access OEM Panel), Deal Registration, ERP – VMware Horizon Client tools to enhance customer success and targets.

ACADEMIA:

Bachelor of Commerce from Mumbai University - 2015

SKILLS

- Order Execution (Direct Billing PAN India)
- Pre-Sales Activity
- GEM-Government E-Marketplace (OEM Panel)
- Customer Needs Analysis
- Lead Generation
- Sales Forecasting
- Languages: English, Marathi, Hindi

OFFICE SUITS

- CRM
- ERP
- SAP
- MS Office, Outlook
- Google drive & Gmail
- Deal Registration

STRENGTHS

- Set realistic & challenging product goals & consistently exceeding them.
- Supporting & motivating team (11 members) for completing tasks in timely manner.

PERSONAL PARTICULARS

- Date of Birth: 27th March,1994.
- Nationality: Indian
- Gender: Female
- Marital Status: Married
- Location: Airoli, Navi Mumbai.