**Neha Mehndiratta**

103-A Model town, Karnal
Haryana-132001
**Email**: nm16jan@gmail.com
**Mob:** +917007553459

**CAREER OBJECTIVE:**

* An Inside Sales Representative that will utilize experience and expertise within the resources provided. Desire a job with growth potential.
* To acquire highest level of professionalism in whatever I do through constant learning & even better presentation.

**WORK EXPERIENCE:**

Majorel-Inside Sales Representative Dec 2017- till present

Microsoft India Process

* Identification of solution selling opportunities within managed accounts.
* Focusing on growing and developing existing clients, together with generating new business.
* Help customers to understand the features of Microsoft products and aware them about the running schemes of Microsoft.
* Having the product knowledge about Microsoft licensing & latest technologies.
* Coordinating with field sales team & technical team to assist customer query.
* Channel Partner Management: Work with the partner to identify the business deal and ensure to provide better solution to customers through them.
* Maintaining regular interaction with partners and customers over calls and mails.
* Identification of solution selling opportunities within managed accounts.

**HIGHLIGHTS**

* Topped in team as best ISR in Q3 FY 2018-2019
* Overachieved the overall quota FY 2018-2019

Channel Technologies - Process Executive July 2012- Nov 2017

* Worked several projects of our clients like IBM, Hp, Cisco, Adobe, SAP, EMC, QuickBooks(Intuit), FICCI, Microsoft, Red hat etc.
* Lead Generation for FICCI Delegation, IBM Server- Storage, Cisco WI-FI networking, switches, routers and servers, My Event Gateway & Payroll & ACER Payroll Services.
* Data Validation or Market Research and Profiling for Microsoft (Client) & Adobe (Client)
* Audience generation for EMC, Adobe, SAP, FICCI, IBM, and Frost & Sullivan- Enterprise Mobility
* Schemes & Promotions for IBM(BlueCare), HP Achieve+

**EDUCATION QUALIFICATION:**

* B.Tech in Electrical & Electronics (2006-2010) – 64.3% aggregate.
* 12th from C.B.S.E with 62%
* 10th from C.B.S.E with 70%

**CORE COMPETENCIES:** C, HTML, MS Office

**PERSONAL PROFILE:**

Name : Neha Mehndiratta

Date of birth :16th jan, 1988

Hobbies : Reading, Listening to music, Cooking

Languages Known : English and Hindi

**Place**: Karnal **Date:**