# **ROOPAK GILL**

Area Manager

# **Professional Summary**

Having over 7.8 years of B2B experience in sales and operations, having a proven track record of driving sales growth and achieving targets in highly competitive markets. Effective at building and maintaining relationships with key clients and stakeholders, as well as managing and leading high-performing sales teams.

## Work History

## Area Manager

LEAD (Ed-Tech), Hisar

- Exerted responsibility for procuring business & executing LEAD program in Hisar, Jind & Sirsa Territory schools through value offering.
- Successfully conducted Teacher Orientations (TO) and Parent Orientations (PO) to ensure teachers and parents were adequately informed and prepared for upcoming school year. My ability to create meaningful and informative orientations has been beneficial in creating welcoming and inclusive educational environments.
- Led initiatives to improve customer service and satisfaction, resulting in 66% increase in customer retention.

### 019-11 - 🔶 Area Supply Manager

OYO, Gurugram

- Aquired new business for Oyo Rooms.
  Negotiated with multiple stakeholders to reach an agreement in short duration.
- Increased sales & retention by 200%
- Developed strong relationships with property owners by providing support and advice on





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#### www

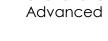
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Team Handling



Advanced Excel



•••• Intermediate

MS OFFICE

Al



Mindtickle



Salesforce



Business Development Advanced

2021-05 -Current

2019-11 -2021-03

negotiations, resulting in successful transactions. prepared reports and documents while ensuring accuracy of information. **Assistant Sales Manager** 2015-07 -2019-11 Just Dial Ltd., Chandigarh, Noida, Delhi • Led A team of 8 members to ensure successful management of key regions including Chandigarh, Mohali, Kaithal, Jind, Rohtak, Bahadurgarh, and Jhajjar. • Spearheaded lead generation process and achieved successful customer conversions. • Developed strong relationships with customers and stakeholders by providing effective sales strategies and solutions. Achieved "Best Performer of the Month Award" for outstanding performance for many times, consistently surpassing expectations. Demonstrated strong leadership skills, integrating innovative strategies to drive improved productivity. Internship 2014-06 -2014-08 SK Auto Finance, Jaipur Conducted competitive analysis of nonbanking financial companies in Gujarat by gathering financial data, studying market trends and assessing performance metrics. Assessed competitor activities to identify strengths and weaknesses. Developed strategic recommendations to increase market share and improve profitability. Traveled extensively to various parts of Gujarat, reached over 100 branches. Education MBA: Marketing Management And Research 2015-08

Sri Sharda Institute of Indian Management Research - New Delhi

Elementary

Advanced



Advanced

Hindi

Punjabi



Elementary

German

2013-08 -







Advanced

Intermediate

Spanish





**Analytics** 

**Training Expertise** 

Key Account

Management

Relationship building and

management

Database Management

Sales expertise

Product and service sales



