

Manisha Chugh

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Objective

Talented professional manager seeking to fill an managerial role capabilities

10 years experience (4 years team handling experience)

Assistant Manager

April 2024 to sep 2024

Curelo healthcare company

- Managed a team of 25 sales and operations executives
- Planning their roster
- Helps in revenue generation
- Making reports
- Training coaching employees
- Making rosters
- Help in target completion and distribution
- Going for meetings with client
- Managing operations and customer experience team also
- Did recruitment of agents also

Team Manager

6 months

Smile technology (clove dental)

- Recruited 5 executive
- Handled team of 15-20 smile consultant
- Helped them in revenue generation
- Coaching them mentoring them
- Measuring their performance
- Auditing calls
- Daily monitoring
- Handling clients

Team manager

1 year

Shaadi.com

- Handling team of 10 sales advisor
- Training them ,mentoring them
- Helps them in revenue generation
- Tracking their performance
- Selling subscription

- Going for meetings sometimes
- Revenue generation
- Client relationship management

Sales Manager (team management role)

3 year

Oxyjon.com

- Selling health packages
- Revenue generation
- Client relationship management
- Follow up
- Handled team of 10 executive and 4 diabetic educators , training them mentoring them
- Tracking their performance Auditing calls
- Did 4-5 meetings in a month with doctors to sell our packages

Sr sales officer

4 years

Indiabulls home loans

- Sold home loan , insurance lap
- Did follow ups
- Lead generation
- Revenue generation
- Client meetings
- Client relationship management
- Used tools like CRM ,excel , ppt

Education

MBA

Jun 2012-2014

Apeejay School of management

- Specialized in Marketing and communication

B.BA

2009-2012

Guru Gobind Singh Indraprastha university

- Graduated with a 3.6 GPA.
- Specialized in Commerce

12 th

2008-2009

South Delhi public school

- Specialized in commerce

10th

2006-2007

Hemnani public school

- Specialized in commerce

Other Activities

Music, travelling, hanging out with friends , reading books ,playing badminton,learned digital marketing , social media ads Skills -Ms excel ,CRM ,leadsquare , team handling