

Contact

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Top Skills

Account Management
Customer Satisfaction

Passionate about
films

Relationship
Management

Microsoft Excel

Microsoft Word

Languages

Hindi

English

Marathi

Ankita Vaiude

Account Management & Relationship Building
Mumbai, Maharashtra, India

Summary

Account Management - Client Servicing

Experience

BookMyShow

Sr. Exec - Client Servicing (Account Management)
March 2018 - Present (2 years 5 months)

- Handling existing digital accounts for up sell
- Co-ordinating with the production houses
- Interaction with Digital Agencies Like GroupM, Mediacom, etc for Media Planning
- Advertising sales & Business Development
- Negotiating with clients for further sale
- Handling all the paperwork for the smooth process from collecting the purchase orders till clearing the outstanding
- Preparation and Submission of MIS to the client post the campaign is delivered

Solutions Infini Technologies India Pvt Ltd

Business Development Manager - Account Management
February 2017 - March 2018 (1 year 2 months)

- Handling different accounts
- Maintaining existing business
- Doing cross-selling and up-selling and negotiating with them
- Achieving target and incentives
- Meeting clients for CSAT
- Maintaining relationship

ARK Technosolutions

Sr. Business Development Executive
June 2013 - January 2017 (3 years 8 months)

- Communicated and implemented the processes to relevant clients
- Being a team lead, consistent in achieving the monthly and the Quarterly

targets with maximum profitability

- Started school Robotics with unique ideas.
- Submit the periodic comprehensive MIS reports to the senior managements

- Managing the local event organized by corporate office and ensures seamless execution

Ideal Education Pvt. Ltd.

Counsellor

November 2012 - March 2013 (5 months)

- Interacting with clients.
- Suggesting them to attend the demo

Education

Atharva College Of Engineering

Bachelor of Engineering - BE, Electronics Engineering · (2011 - 2013)

Shreemati Nathibai Damodar Thackersey Women's University

High School Diploma, Electronics · (2007 - 2010)

St. Francis D Sales School, Nallasopara

SSC · (2006 - 2006)