

## HARLEEN KAUR

House no.1705 street no.2, Rarri Mohalla,Ludhiana.141008  
preetisidana2612@gmail.com | 9855964018  
26-06-1997

### OBJECTIVE

My goal is to become associated with a company where I can utilize my skills and gain further experience while enhancing the company's productivity and reputation.

### EXPERIENCE

- **Hi Tech International** May 2019 - Jan 23  
New Business Development & Sales Team Leader  
Having more than 3 years experience of New Business Representative.
  - Handling sales team of PAN India for a particular Brand.
  - Located and proposed new potential business deals by contacting potential partners.
  - Providing Commercial offers to clients.
  - Co-ordinating with sales team and internal management for arranging meetings with client as well as backend support.
  - Maintaining their performance reports.
  - Providing regular and accurate sales forecast to the higher authority.
  - Develop and maintain relationship with new as well as existing customers.
  - Providing product training to the sales Team and customers.
  - Aligning the trials at the customer end and preparing the report.

### EDUCATION

- **LOVELY PROFESSIONAL UNIVERSITY** 2019-21  
MBA in Finance and International Business Marketing  
CGPA 7.65
- **PUNJAB UNIVERSITY CHANDIGARH** 2014-17  
Bachelor of Commerce

### SKILLS

- Good Negotiator
- Team Leader
- Time Management
- Ability to work under dynamic environment
- Research Skill
- Qualifying Prospects
- Problem Solving
- Strong Soft Skills
- Customer Retention and Relationship Management
- Active Listener
- Quick Decision maker
- Team Work
- Demonstration Skills

### LANGUAGE

- English and Hindi

### ACHIEVEMENTS & AWARDS

- Accomplished the Monthly, Quarterly and Annual Sales Target
- Increases the sales revenue by 40% in the last 2 years
- Built a Business with the Major Customers

### INTERESTS

- Career Exploration and Development
- Curiosity to Learn
- Socialisation