

VAIBHAVEE JADHAV

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Professional Summary

Resourceful Account Manager with excellent client oversight, issue resolution and relationship-building expertise. Maximized repeat business opportunities and utilized proven prospecting techniques to expand client base. High-level sales cycle knowledge and strong collaborative skills leading to optimum outcomes.

Skills

- Product Recommendations
- New Business Development
- Product and Service Sales
- Prioritizing and Planning
- Customer Services
- Compliance Assessments
- Sales Reporting
- Account Management
- Regulatory Compliance
- Issue Resolution
- Portfolio Growth
- Business Relationship Management

Work History

Account Manager

06/2020 to Current

emerchantpay – Bengaluru

- Fostered lasting relationships with customers through effective communication and quick response, resulting in long-term loyalty and expanded client base.
- Gained customer trust and confidence by demonstrating compelling, persuasive and composed professional demeanor.
- Increased sales with execution of full sales cycle processing from initial lead processing through conversion and closing.
- Performed effectively in self-directed work environment, managing day-to-day operations and decisions.
- Identified new business opportunities through cold calling, networking, marketing and prospective database leads.
- Set clear sales goals to identify activities and behaviors to advance sales process and close deals.
- Built relationships with customers and community to promote long term business growth.
- Reviewed and mitigated discrepancies to increase sales, reduce costs and streamline processes.
- Developed and implemented strategies to increase client retention.
- Evaluated client needs and developed tailored solutions to increase positive customer ratings.

