



MEENAL VERMA

CITY HEAD: BENGALURU
IIM | SIX SIGMA BLACK BELT

WORK EXPERIENCE

MyGate | Since Feb 2020

-Coaching and guiding a dynamic team of 38 key manager in achieving unparalleled Customer Excellence and Sales success.

-Expertly overseeing P&L, end-to-end relationship management

-Known for innovative initiatives, stakeholder management, delivering best client experience & managing successful onboarding & retention.

-I am also actively a part of all pilot projects as a Head Office representative, I amplify brand awareness and engagement in the region, elevating our market presence.

SteelMint- Feb 2019-Feb 2020

-Managed overseas clients for international and national business conferences on Global Steel economy .

ACADEMICS EDUCATION

- Pursuing Advanced leadership & Change management certification from IIM.

- MBA in Marketing + Finance from SiMER (Shivalik Institute of Management Edu. & Research)-85% (2017-2019)

- Placement Head

- Ranked under top 5 performer in Academics.

- Graduation in Commerce from PRSU, Raipur -61% (2014-2017)

- 12th (75%) & 10th (CGPA 6.8) from CBSE Board.

WHY TO CHOOSE ME-

- A true corporate team leader.
- Investigative & Auditing skills.
- Believes in "Being so good that no one can ignore your work"
- Strong analytical skills, Worked in a startup culture for 4+ years , highly action oriented, strong communication
- Have been awarded for team work & team leadership.

CERTIFICATIONS I HAVE:

- Six Sigma Black Belt
- Leadership Practical Skills
- NISM Certification
- Google Analytics

HOBBIES:

- Squash, badminton & Handball
- Crafts, Arts & Painting

GET IN TOUCH WITH ME

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- Email: writetomeenalverma@gmail.com
- Linkdin-
<https://www.linkedin.com/in/meenal-verma-8aaa81166>

ACHIEVEMENTS:

- Awarded as Inspiring Women Leader Feb-2024.
- Grew contract closings 68% and increased gross revenue 32%.
- Resulted revenue growth to the region by 38% in Q4 2023.
- Awarded as Best Team Leader 2024 February.
- Awarded as Operations Rockstar & Customer Champion for 2022-2023.
- PAN India top performer for Highest Clientele management.
- Industry visits done at- K.H. Foges & Havas Media Singapore

SPECIAL ACHIEVEMENTS-

I got 6 promotions in 3 years:

- MyGate**
3 yrs 9 mos
- Divisional Head**
Full-time
Aug 2023 - Present · 7 mos
Bengaluru, Karnataka, India
- Divisional Manager**
Sep 2022 - Aug 2023 · 1 yr
Bengaluru, Karnataka, India · On-site
- Senior Manager- CDG & CEP**
Full-time
May 2022 - Aug 2022 · 4 mos
Make other people convince clients and internal team why community security & safety is vital part of MyGate.
- Manager-CDG & CEP**
Full-time
Nov 2021 - May 2022 · 7 mos
Bengaluru, Karnataka, India
Convince client to keep communities safe & secure and generate revenue through validated ad partner (MyGate)
- Manager- MP & CG**
Aug 2021 - Nov 2021 · 4 mos
Madhya Pradesh & Chhattisgarh
Convince clients that making community safe & secure will lead to real impact.
- Assistant Manager**
Full-time
May 2021 - Aug 2021 · 4 mos
Madhya Pradesh, India
Make other people make communities safe and secure.
- Client Account Manager**
Jun 2020 - May 2021 · 1 yr
Indore, Madhya Pradesh, India
Making communities safe and secure.

Awarded for being extra ordinary:

