



MEENAL VERMA

DIVISIONAL HEAD: BENGALURU
IIM | SIX SIGMA BLACK BELT

PROFESSIONAL SWORK EXPERIENCE

WHY TO CHOOSE ME-

- Strategic Partnership Building
- P&L Management
- Data-Driven Insights
- Client Retention Strategies
- Market Analysis and Competitive Landscape Awareness
- Customer Experience Improvement
- Team Leadership and Training
- Marketing and Growth Strategy Development
- Issue Resolution and Stakeholder Management

MyGate | Since Feb 2020

Leading a team of 30+ members, achieving and surpassing business goals through effective management and strategic planning.

Built and maintained long-term strategic partnerships with high-value accounts, driving market share growth.

Managed and optimized P&L for the portfolio, understanding partners' P&L to inform business decisions.

Resolved partner issues efficiently by collaborating with internal stakeholders, maintaining high partner satisfaction..

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.

CERTIFICATIONS I HAVE:

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

GET IN TOUCH WITH ME

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- LinkedIn-
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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.
- Recognized for exceptional work, leadership skills, discipline, business ethics, and understanding through multiple awards.
- Achieved rapid career progression with six promotions in four years, demonstrating the ability to deliver results and adapt to dynamic business environments.

SPECIAL ACHIEVEMENTS-

I got 6 promotions in 4 years:

Experience

MyGate
4 yrs 1 mo

Divisional Head

Full-time
Aug 2023 - Present · 11 mos
Bengaluru, Karnataka, India

Heading team of 30+ members & scalping P&L of SAAS & Ad Execution Business.

Divisional Manager

Nov 2022 - Aug 2023 · 10 mos
Bengaluru, Karnataka, India · On-site

Heading overall P&L of SAAS & Ad Execution Business.

Senior Manager- CDG & CEP

Full-time
Jun 2022 - Nov 2022 · 6 mos

Make other people convince clients and internal team why community security & safety is vital part of MyGate.

Manager-CDG & CEP

Full-time
Jan 2022 - Jun 2022 · 6 mos
Bengaluru, Karnataka, India

Convince client to keep communities safe & secure and generate revenue through validated ad partner (MyGate)

Manager- MP & CG

Aug 2021 - Jan 2022 · 6 mos
Madhya Pradesh & Chhattisgarh

Convince clients that making community safe & secure will lead to real impact.

Assistant Manager

Full-time
May 2021 - Oct 2021 · 6 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

Awarded for being extra ordinary:

