



# MEENAL VERMA

DIVISIONAL HEAD: BENGALURU  
IIM | SIX SIGMA BLACK BELT

## PROFESSIONAL SUMMARY

### 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

- Over 5 years of work experience with a strong focus on customer-facing and enablement roles, specifically within B2B SaaS and B2B software product companies.
- Proven track record in designing and delivering effective onboarding and training programs, striving for continuous process improvement, and sharing best practices.
- Exceptional presentation skills with the ability to create engaging and informative presentations.
- Demonstrated ability to work closely with members at all levels within the organisation, including leadership.

### CERTIFICATIONS I HAVE:

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

## EXPERIENCE

### Mygate | Since Feb 2020

- Oversee a team of 30+ members, achieving and surpassing business goals.
- Build and maintain long-term strategic partnerships with high-value accounts.
- Use data resources to provide deep insights into business metrics, enabling account managers to support partners effectively.
- Manage and optimise P&L for the portfolio, using a thorough understanding of partner P&L to inform business decisions.

### GET IN TOUCH WITH ME

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- Email: writetomeenalverma@gmail.com
- LinkedIn-  
<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.
- 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.

# 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)
- SIX Sigma Black Belt certified.

# 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:

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