



# MEENAL VERMA

CITY HEAD: BENGALURU  
IIM | SIX SIGMA BLACK BELT

## WORK EXPERIENCE

### MyGate | Since Feb 2020

-Inspiring and guiding a dynamic team of 38 champions in achieving unparalleled Customer Excellence and Sales success, specializing in both SAAS and Hardware businesses.

-Expertly overseeing City P&L, I spearhead SAAS growth and strategic brand alliances.

-Renowned for innovative initiatives, client retention, and active involvement in pilot projects.

-Being the HO, we also are actively a part of all pilot pAs 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

- **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"
- Innovative thinker, Initiative driven, great in client engagement.
- Have been awarded for team work & team leadership.

## CERTIFICATIONS I HAVE:

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

## HOBBIES:

- Great Swimmer
- 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:

- Grew contract closings 68% and increased gross revenue 32% for Q1 & Q2-2022.
- Resulted revenue growth to the region by 28% in Q2 2022.
- Awarded as Best Team Leader 2021-2022
- Awarded as Operations Rockstar & Customer Champion for 2020-2021.
- PAN India top performer for Highest Clientele management.
- 100% Client retention record for 2 Quarters..
- A state level Athlete for 100 Mtr race. Long jump & 200 mtr. race.
- 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:

