



## SHALINI.N

### SALES REPRESENTATIVE

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### CAREER OBJECTIVE

To succeed in a dynamic and challenging work environment by putting my expertise and knowledge to the best of use thereby paving for opportunities for me to grow in the organization to take up more challenges and higher responsibilities. I would like to learn new things about the company, and to enhance my career path.

#### Skills / IT Skills

Digital marketing  
Logo designing  
Social media marketing  
Lead generation  
Banner designing  
Creating a campaign on Google AdWords  
Google Analytics  
Salesforce CRM  
Ms excel  
Power point

## WORK EXPERIENCE

- Lead Generation Specialist - Azuga**  
Bengaluru, Karnataka June 2021 to Feb 2022
  - Generating leads
  - Cold calling and inside sales
  - Giving a demo of our products
- Code Implementation Specialist Digital Marketing (Google AdWords and Analytics) - Regalix India Pvt Ltd**  
Bengaluru, Karnataka July 2018 to May 2021
  - Code Implementation Specialist for website (Google AdWords and Analytics)
  - Creating a campaign on Google AdWords
  - Also worked for **SAP ARIBA** project into sales and marketing.
- Customer Service Executive - Concentrix**  
Bengaluru, Karnataka February 2017 to October 2017
  - Telecom process etisalat for UAE.
  - Troubleshooting the issue with tv, landline, internet.
  - Raising the complaints for the technician visits. solving billing issue
- Supervisor in Administration Department - Global Construction**  
Bengaluru, Karnataka May 2014 to September 2015
  - Supervising the team for Material purchase and following up with the vendors to track shipments and ensure timely delivery.
  - Monitor the team members to keep track of quality, quantity, stock levels, delivery times, transport costs, and efficiency.
  - Arrange warehouse, catalog goods, plan routes, and process shipments.
  - Maintain metrics and analyze data to assess performance and implement improvements
- Technical Support Engineer - HP**  
Bengaluru, Karnataka July 2013 to March 2014
  - Troubleshooting on Notebooks, laptops, and other products of HP contact center
  - The role involves interaction with customers for service to fix the issues.
  - Taking ownership and analyzing data of customer issues reported and seeing the problems through to resolutions