Supreet Shejwal

Strategic Sales and Revenue Growth Professional

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PROFESSIONAL SUMMARY

- High-caliber Sales and Revenue Growth Professional with over 7 years of experience in Sales, Operations, Data Analytics, Partnerships and Business Development across tech-enabled B2B and B2C environments.
- Expert in crafting and executing comprehensive sales strategies that align with business goals, drive revenue growth, and drive consistent pipeline performance across diverse markets.
- Proven ability to identify, pitch, and close high-value partnerships, expanding client portfolios and building long-term business alliances in both enterprise and consumer segments.
- Skilled in transforming raw data into actionable insights through dashboards, trend analysis, and KPIs, enabling strategic decisions that improve profitability and operational efficiency.
- Proficient in streamlining sales workflows and optimized CRM systems to enhance sales cycle visibility, improve forecasting accuracy, and boost team productivity.

WORK EXPERIENCE

Sales Tracking Analyst *Sep 2024 – Present*

Prop Firm Match Global – FZCO *Dubai*

- Improved sales data accuracy and mapping precision by 30% through rigorous validation and regular audits, delivering reliable reports that supported a 15% increase in commission payouts and optimized credit allocations.
- Conducted in-depth market and partner firm research to produce comprehensive monthly business reports, informed strategic adjustments and strengthened affiliate marketing agreements.
- Leveraged advanced analytics to analyze customer behavior, website interactions, and promotional efforts, driving targeted marketing strategies that reduced marketing costs by 10%, enhancing partner relations.
- Developed predictive analytics models and conducted trend analysis to anticipate market shifts, enabling proactive strategy modifications that maintained competitive advantage and improved decision-making.
- Facilitated cross-functional collaboration by translating complex data insights into clear visual reports and workshops, fostering enhanced team communication, knowledge sharing, and operational efficiencies.
- Authored detailed standard operating procedures and training materials that streamlined onboarding processes and improved data governance, significantly reducing errors and increasing transparency across sales operations.

Operations Consultant *Aug 2024 – Nov 2024*

Amberstudent.com *Pune*

- Orchestrated daily sales operations, devised performance targets, and spearheaded social media marketing, paid ad campaigns, and innovative sales strategies for an online prop-tech platform serving cross-border students globally.
- Directed large teams of up to 150 operations executives, improving sales procedures and training programs, boosted operational efficiency by 20% and reduced turnaround times by 40%, resulting in a 25% increase in conversions.
- Fostered a culture of innovation by leading process standardization and encouraging idea generation, resulting in the implementation of cost-saving initiatives and continuous operational improvements backed by thorough documentation and reporting.
- Revamped client data management processes in collaboration with tech teams, cutting data errors by 25%, also standardizing communication and escalation protocols to accelerate issue resolution and enhance service quality.
- Spearheaded company-wide technology adoption and change management initiatives, delivering comprehensive training and support that minimized operational disruptions and maintained high employee morale.
- Conducted detailed market research and vendor evaluations, driving strategic decisions that increased revenue by 15%, optimized vendor contracts, and reduced operational costs through targeted efficiency improvements.

Head of Sales *Jul 2019 – Jul 2024*

Beststudenthalls.com *London*

- Orchestrated daily sales operations, devised performance targets, and spearheaded social media marketing, paid ad campaigns, and innovative sales strategies for an online prop-tech platform serving cross-border students globally.
- Pioneered strategic sales initiatives, contributing to a consistent annual revenue growth of 15%, and mentored a team of 30+ professionals to consistently exceed quarterly targets.
- Strategized ads spend optimization, allocated marketing budgets, and engineered inventive sales approaches to diversify revenue streams and propel business growth.
- Overhauled client data management, escalating operational issues to the tech team for CRM system maintenance, achieving a 15% reduction in data-related errors. Championed client interaction, pitching services to an international clientele.
- Organized and led sales and technical support meetings, monitored digital marketing campaigns, and cultivated positive relationships with existing clients, leading to a 25% growth in customer retention.
- Conducted comprehensive training programs for new employees, adeptly managed office staff, and oversaw lead generation, reconciliations, commission recovery, and seamless handling of purchase orders and invoicing.
- Spearheaded key client relationship management, ensuring client satisfaction and fostering enduring partnerships, all while streamlining sales processes and instigating cost-effective measures.

Sales Manager *Mar 2018 - Jun 2019*

Amberstudent.com *Mumbai*

- Engineered a remarkable 15% sales growth through targeted outreach, masterminded the implementation of a robust CRM system, and galvanized a diverse team to achieve an extraordinary 20% increase in performance.
- Streamlined client data management, executed fund recovery strategies, and orchestrated successful client initiatives while driving high-performing teams to achieve optimal results. Directed sales operations for Amberstudent.com, leading international student housing solutions globally, including the UK, US, and AU.
- Facilitated seamless coordination between the sales and technical teams, substantively contributing to the development of pivotal sales forecasting reports, resulting in a noteworthy 10% improvement in forecast accuracy.
- Reported directly to the Sales Head, addressing operational issues, overseeing booking processes, and providing after-sales support. Processed legal documentation, fostering collaboration with property management.
- Conducted impactful training sessions that elevated service knowledge and negotiation skills, resulting in a 25% improvement in customer satisfaction scores.

EDUCATION

Bachelor of Engineering (B.E.) in Information Technology

Ramrao Adik Institute Of Technology (R.A.I.T), Nerul. *Navi Mumbai, Maharashtra*

SKILLS

Hard Skills: Strategic Sales Planning, Business Development and Partnerships (B2B & B2C), (SaaS & CaaS) Sales Operations and CRM Optimization, Data Analytics and Reporting, Performance Marketing and Funnel Management, Customer Acquisition and Retention Strategies, Market Research and Competitive Analysis, Revenue Growth and Forecasting, Process Improvement and SOP Development, Digital Campaign Optimization, Vendor Management and Negotiation, Lead Generation and Conversion Strategy, KPI Monitoring and ROI Analysis, Training and Onboarding Programs, Customer Behavior Analytics, Change Management and Tech Adoption, International Sales and Market Expansion.

Soft Skills: Communication, International Client Relationship Management, Client Interaction and Pitching, Leadership and Team Management, Cross-functional Collaboration, Problem-solving and Decision-making, Adaptability and Flexibility, Stakeholder Engagement, Innovative Thinking, Crisis Management.