

# Anhad Mishra

## Brand Sales & Growth Manager

### My Contact

✉ Masteranhad@gmail.com

☎ 7238827849  
7409932023

📍 HSR Layout sector 2, Bengaluru

### Hard Skill

- Observation
- Decision making
- Communication
- Brand Management
- Managing Client Relations
- CRM Expert (Salesforce, Clevertap,DMS)
- Sales Analysis
- Market Research
- Sales and Marketing
- Strategy Planning
- Fast learner

### Education Background

- Jain university, Bengaluru

Correspondence MBA (Marketing & Finance)

Pursuing

- Dayalbagh Educational Institue, Agra

Bachelors of commerce( Business administration and taxation

2017-2020

### About Me

Dedicated and detail-oriented Revenue & Growth with 6 years of experience. Eager to apply proven-budget maximization skills for strategy planning in monitoring, maintaining business, client & Brand needs and Growth in revenue. Special interest in achieving the target with market research and helping with Business Strategies and general marketing planning in growth.

### Professional Experience

Blue Zone PVT LTD (My Haul Store & The Powerful Humans)

*Dec 2023 – Present*

Key responsibilities:

- Analyze current and past Business & Marketing data & Aligning Podcast with Founders and Celebrities
- Look at recent Marketing performance and identify trends in Market
- Prepare reports on the above information and communicate the insights of these reports to Plan broader business Strategies
- Consult with the management team to develop long-term commercial plans and setting Target for my team
- Market research and onboarding Brands for influencer marketing and improvements based on the above information

CultFit (Assistant Business Manager)

*July 2023– November 2023*

Key responsibilities:

- Looked at Business performance and Running Marketing campaign for franchise of Cultfit with Adding Percentage of 13% in business
- Business Planning for frenchise and onboarding more new frenchise Pan-India
- Handled a team Of relationship managers, analysing work using CRM Salesforce and Clevertap.

Gameskraft (Sr. Relationship Manager)

*Jan2021 – June 2023*

Key responsibilities:

- Creating and enforcing Plans that will help meet the needs of customers
- Building Long-term relationships with clients and customers
- Working quickly to address and resolve customer issues
- Encouraging high-sales and good customer service practices
- Creating strategies and work with clients to boost their experience
- Generating leads through market research, Social media acquisition via Facebook & Instagram
- Building relationships with clients and onboarding them
- Developing a deep understanding of market and clients and clients needs

## Hobbies

- Football
- Chess
- Business Talks
- Snooker

## Ola Foods ( Assistant Manager revenue & growth)

2019–2020

Key responsibilities:

- Generated repeated business through exceptional customer service and responded to customer concerns with friendly and knowledgeable service
- Dealed with hotel giants like Marriots, Lalits, Oberies and many hotel and restaurant chains
- Offered hands-on assistance for customers, assessing needs, and maintaining current knowledge
- Helped with planning schedules and delegating assignments to meet coverage and service demands
- Creating strategies and work with clients to boost their experience
- Generating leads through market research, Social media acquisition via Facebook & Instagram
- Building relationships with clients and onboarding them and closing deal
- Developing a deep understanding of market and clients and clients needs

## TVS Motor Corp. (Team Lead 2018–2019 & Sales executive 2017–2018)

2017–2019

Key responsibilities:

- Handled team of sales executives(8 members)
- Setting targets for executives and strategies to achieve goals before time
- Business Planning for franchise and onboarding more new franchise Pan-India
- Worked for Pan-India franchise vehicle service
- strategy planning for sales team
- Building relationships with customers
- Creating strategies for customers to boost their experience