



# MINI CHAWLA

## CONTACT

[minichawla@gmail.com](mailto:minichawla@gmail.com)

<https://www.linkedin.com/in/mini-chawla/>

+91-9986521167 | +91-9149289707

India

## KEY SKILLS

### Technical Skills:

Microsoft Office | Microsoft Word | Office 365 | Salesforce | Zoho CRM | Microsoft Dynamics 365

### Functional Skills:

Business Development | International Sales | Project Management | Customer Service | Enterprise Sales | Event Management | Customer Relationship Management

### Soft Skills:

Leadership & Mentorship | Communication & Collaboration | Problem-Solving | Analytical Thinking | Project Management | Cultural Awareness

## WORK HISTORY

### **Analytics Vidhya | Senior Business Manager – Enterprise | Feb 2023 – Sep 2023**

- Acquired new enterprise accounts for upskilling employees in Data Science, AI, and ML.
- Generated leads and connected with CXOs and Directors globally
- Managed the biggest AI & ML Summit, coordinating with CMOs, CTOs, and CHROs for sponsorship and participation
- Connected with technology partners and distributors for business scaling

### **MakeMyTrip | Key Account Manager – Corporate Channel | Oct 2020 – Nov 2021**

- Managed existing client accounts for cross-selling and up-selling corporate travel portals and expense management systems
- Acquired new large enterprise accounts for SaaS-based business travel portals
- Ensured customer success through use case solution selling
- Managed cross-functional teams for solution delivery

### **Ingenico Group | Enterprise Manager – Sales | Aug 2019 – Sep 2020**

- Acquired and managed enterprise accounts for payment gateway platforms and technologies
- Identified and converted leads into business opportunities
- Demonstrated products and gathered client requirements
- Worked with Zoho CRM for daily updates

### **Simplilearn | Manager-Enterprise Business Development | Nov 2017 – Jul 2019**

- Connected with CXOs, VPs, Directors, and Heads of L&D and Technical departments in large enterprises across APAC, Europe & UK, Middle East, Africa and South American region
- Managed inbound leads and generated outbound leads
- Provided consultative selling approaches for digital learning solutions
- Used Salesforce and Salesloft for daily work updates.

### **G7CR Technologies India Private Limited | Customer Acquisition Manager | Jun 2016 – Jun 2017**

- Managed B2B sales and marketing of cloud computing technologies and services
- Identified new business opportunities through various channels
- Connected with CXOs, Directors, and Heads of Enterprises across India

## PROFILE

Successful Business Development and Sales Professional with extensive experience specializing in enterprise sales and strategic account management. 8+ years of proven track record in driving business growth, managing key accounts, and executing large-scale events across various sectors including Information Technology, EdTech, Financial Services, and Corporate Travel.

Expert in fostering robust customer relationships and leveraging market insights to achieve competitive advantage. Holds an MBA in Marketing and International Business from Christ University and FHWS, Germany, with basic knowledge in German Language (A1 - learning currently). Experienced in working across diverse global markets, including India, EMEA, UK, APAC, and Southern US.

## PERSONAL DETAILS

**LinkedIn:** [linkedin.com/in/mini-chawla](https://www.linkedin.com/in/mini-chawla)

**Date of Birth:** 04.09.1990

**Nationality:** Indian

## INTERNATIONAL LANGUAGE

English: Proficient

German: Basic: Learning (A1)

- Used Microsoft Dynamics 365 for daily updates

#### **Poultry India | Project Coordinator | July 2013 – Dec 2013**

---

- Organized the "Knowledge Day" event
- Coordinated with the team for event preparation and marketing
- Collaborated with global speakers and participants for presentations and participations

#### **INTERNSHIP**

---

##### **Tanishq (Titan), Bangaluru, India | Intern | Jan 2015 – Mar 2015**

---

##### **Project: Brand Equity of Tanishq**

##### **AIIMS (All India Institute of Medical Sciences), New Delhi, India | Intern | June 2011 – Aug 2011**

---

##### **Research Project**

#### **EDUCATION**

---

- **Master of Business Administration in Marketing and International Business** | Christ University & FHWS, Germany | 2016
- **Bachelor of Technology in Biotechnology** | Hindustan College of Science & Technology, UPTU | 2012