

Srishti Dadhich

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PROFILE

Dynamic and results-driven professional with hands-on experience in sales and customer service. Proven track record in achieving sales targets, generating new leads, and providing excellent customer service. Strong interpersonal skills, a proactive attitude, and a commitment to continuous learning and career progression.

PROFESSIONAL EXPERIENCE

Business, Operations & Marketing Intern, *Bright Network* 2024 – 2024 | London, United Kingdom

- Developed a strategic partnership proposal for British Airways with Believe in the Invisible charity to promote awareness of invisible disabilities, showcasing strong **organisational skills** and cross-functional collaboration, aligning with the role's need for coordination and partnerships.
- Participated in an intensive virtual program, gaining insights from industry experts, enhancing business acumen, and honing **problem-solving** skills.

Sales Associate, *Newfold Digital (Bluehost)* 2021 – 2022 | Mumbai, India

- Recognized as MVP in November 2021 for exceptional performance, **surpassing the target by 140%** and contributing to business development with an **annual revenue exceeding \$90,000**.
- Stimulated business growth by promoting product awareness and spearheading campaigns to generate **50 new leads monthly**, resulting in a significant increase in demand.
- Responsible for inbound and outbound enquiries with **over 100 calls daily on average** and assisting customers with informed decision-making.

Co-founder, *MoonBills (formerly Bake Vibes)* 2020 – 2020 | Mumbai, India

- Co-established an online local bakery which served **more than 70 customers**.
- Managed interactions with a diverse customer base, handled orders, and responded to feedback, boosting business engagement and market knowledge. Leading to delivering **over 40 successful orders in the first 3 months**.
- Developed promotional policies and branding strategies for social media (@moonbills), leveraging Instagram ads to reach the target demographic.

EDUCATION

MSc Social and Organisational Psychology,

2022 – 2023 | Exeter, United Kingdom

University of Exeter

- Graduated with **Merit (2:1)**.
- Awarded the **Global Excellence Scholarship** and served as an **Academic representative**.
- Achieved Distinction for a qualitative research report on Leadership and well-being through semi-structured interviews - used **GDPR practices** for data handling and processing.

B.A (Psychology and English Literature), *Bhavans College*

2018 – 2021 | Mumbai, India

- Earned a **CGPA of 9.01**.
- Acted as a **co-mental health ambassador** on Campus and **served as a mentor** in the mentorship program.
- Secured **2nd and 3rd place** in the **presentation competition** at 'High-Psych' festival for two **consecutive years (2021 and 2020)**.

SKILLS

- Customer Relationship Management (CRM)
- Organisational Skills and Presentation
- Salesforce CRM
- Team Collaboration
- SaaS Sales
- Microsoft Office Suite
- Interpersonal Communication
- Mentoring
- Lead Generation
- Cold Calling