



# Drishti Abhani

Sales representative

[View profile on Dweet](#)

## Languages

English (Fluent)

Hindi (Fluent)

Gujarati (Native)

## About

With a proven track record at Benefit Cosmetics and Andreia Beauty, I thrive in providing personalised beauty consultations, excelling in sales and customer satisfaction. My ability to exceed targets and passion for the beauty retail environment is complemented by basic English proficiency and versatility across various retail sectors.

### BRANDS WORKED WITH

Andreia Beauty

Benefit Cosmetics

## Experience



### ● Beauty Consultant Sales Representative

Benefit Cosmetics | Oct 2023 - Mar 2024

- Identified and pursued new business opportunities within the assigned territory, prospecting potential clients and delivering compelling sales presentations to key decision-makers.
- Cultivated strong relationships with existing clients, understanding their needs and proposing tailored solutions to address their challenges and achieve their business objectives.
- Collaborated with technical teams to develop customized proposals and quotes, ensuring alignment with clients' requirements and budget constraints.
- Negotiated contracts and service agreements with clients, securing profitable deals and exceeding sales targets by 20% annually.
- Provided ongoing account management and support to clients, serving as their primary point of contact for any inquiries or issues, and ensuring a high level of customer satisfaction.

### ● Beauty Consultant

Andreia Beauty | Jul 2023 - Oct 2023

- Deliver an exceptional and personalized service to customers, exceeding sales targets by 25% through engaging consultations, product demonstrations, and eyebrow styling services.
- Build strong relationships with customers, providing expert advice on beauty products and techniques to enhance their confidence and beauty.
- Perform brow waxing, tinting, and tweezing services with precision and care, ensuring customers leave feeling satisfied and eager to return.
- Actively participate in promotional events, both in-store and externally, to drive brand awareness and increase sales, contributing to a 15% increase in event attendance.
- Collaborate with team members to achieve collective sales goals, fostering a supportive and inclusive work environment where everyone's contributions are valued.
- Maintain cleanliness and organization of the counter and displays, ensuring a hygienic and inviting atmosphere for customers.

## Education & Training

### ● Brunel University

Masters,