



# Ria Misra

Aware and interested in luxury accessories and hospitality

📍 Milano, Metropolitan City of Milan, Italy

✅ Ria is **Available to work**

[View profile on Dweet](#)

## Links

 [LinkedIn](#)

## Work Preference

Location: Not looking to relocate

## Languages

English (Native)

Italian (Basic)

## About

### BRANDS WORKED WITH

Mandala Network

Siciliamia

Tata Consulting Group

Watch Distributors Directory

Wipro Technologies

## Experience

### ● IT Project Manager

Tata Consulting Group | Jan 2022 - Dec 2022

Tata Consultancy Services (TCS)

- 40% of IT projects were completed ahead of schedule and within budget
- Delivered B2B software product with a \$2M budget for enterprises to get real time monitoring
- Met 98% of projects deadlines
- Interacted with 20+ high-value clients, fostered relationships through deep knowledge of TCS product and client need
- Managed a team of 15+ IT experts from all over the world
- Developed presentations for c-level suite and stakeholders to communicate vision and receive feedback
- Implement agile management ideals by facilitating exercises such as sprint planning and team leading standups
- Identified risks with stakeholders and analyzed them by performing qualitative and quantitative risk analysis
- Prepared project documents, analyzed the work performance data, and ensured the deliverable after quality control measurements

### ● Lead Solution Architect

Wipro Technologies | Jun 2022 - Sep 2022

Wipro

- Identified risks with stakeholders and analyzed by performing qualitative and quantitative risk analysis
- Prepared project documents, analyzed the work performance data and ensured the deliverable after quality control measurements
- Contributed to efficient incident and problem management

### ● Project Manager - Marketing and Sales

Siciliamia |

SICILIAMIA

- Lead the planning, execution, and implementation of projects across all departments as received from the CEO
- Planned and scheduled projects related to sales funnel generation and market segmentation
- Manage and implement project changes and interventions across all departments to achieve project objectives
- Tracked the progress of projects for work packages and milestone achievements
- Performed marketing research for a new product line
- Responsible for ensuring Stories and Tasks were updated on Trello

### ● Account Manager - Consulting Advisor

Watch Distributors Directory |

Watch-Distribution

- Build deep relationships with 60% of clients to understand their specific needs increasing global revenue by 20%
- Overhauled client onboarding process which improved client engagement by 35%
- Managed 1 of €1M+ account, acting as main point of contact
- Brought back 1 customer who had left by maintaining relationships
- Collaborated across 3 departments to develop plans to improve KPI

- Maintained accurate client records, keeping track of any contract updates and renewals



## ● Head of Marketing and Sales

Mandala Network |

Mandala Network

- Expanded sales revenue 20% through digital marketing campaigns and branding
- Performed marketing research for a new product line
- Drove marketing initiatives to increase product visibility and market performance
- Performed thorough market research and competitive analysis to understand product value proposition
- Communicated value and position to sales team and develop tools to support selling process
- Offered pricing and feature recommendations to management and cross-functional teams
- Brought 400+ members on platform and Build strategies for marketing teams including digital, advertising and communications