



ABOUT ME

I'm a business development Associate with almost a decade of experience in selling products and services to customers of all backgrounds and needs. One of my number one priorities is demonstrating my commitment to the team and helping them achieve their goals. I'm an ambitious go-getter who's passionate about achieving goals and can deliver results. I've hustled hard and achieved great things in my career so far. *I am focused on business development (lead generation), client management, team management, and strategic planning.*

WORK EXPERIENCE

MINDNATION New Delhi Jun 2022 - Present	Business Development Associate <ul style="list-style-type: none">Responsible for developing and implementing the company's sales strategy and business development efforts.Identify new business opportunities, manage existing accounts, develop a pipeline of potential clients, and negotiate with prospects.Working closely with the marketing team and Sales team on content strategy and lead generation.Show the clients how our Mental Health and Wellbeing Services can improve their company, whether this is to boost employee engagement or to help maintain a healthy and happy workforce all year round.
SKILL-LYNC New Delhi Jan 2022 - Jun 2022	Inside Sales Specialist <ul style="list-style-type: none">Developed customer relationships to drive revenue growth, Maintained up-to-date knowledge of available products to best serve customers and maximize sales potential.Exceeded targeted sales goals through the continuous pursuit of new sales opportunities and expertly closing on deals..Developed strategic relationships with existing customers by learning preferences and managing regular communications.Followed up with customers after completing sales to assess satisfaction and resolve technical or service concerns.
AAKASH EDUCATION SERVICE LTD Delhi Feb 2020 - Jan 2022	Sr. Education Counselor, <ul style="list-style-type: none">Established, initiated and optimized business development strategies based on company targets, product specifications, market data, and budget factors.Delivered supportive and knowledgeable counseling to students with academic or personal concerns.Worked flexible hours; night, weekend, and holiday shifts.Achieved goals through effective task prioritization and great work ethic.
ENTREPRENEUR Delhi Dec 2018 - Apr 2020	Distributor (Multiple International Brands) <ul style="list-style-type: none">Created detailed sales presentations to communicate product features to clients, converting sales, effectively build rapport and lasting relationships.Trained and developed new sales team associates in products and selling techniques.Defined and driven goals with teams for achieving the targets within stipulated timeframe.Monitored for lack in skills and competency in team and filling the gap to deliver the desired target output.
ARVIND LIFESTYLE BRANDS LIMITED Delhi Dec 2014 - Aug 2018	Sr. Fashion consultant - Asst. Store Manager - Store Manager <ul style="list-style-type: none">I started working with US Polo as a Senior Fashion Assistant and have been able to learn all store operations. In the past, I've managed flexible hours, including nights, weekends, and holidays.I was promoted to ED HARDY, as 2nd hand officer rank, This promotion was granted due to my hard work and great performance in the senior fashion assistant role.By posting on being promoted to Assistant Store Manager after passing my assessment. The new responsibility was not easy because I have to take care of all the store's operations and guidelines of our ERP software, from maintaining clean records to carrying out SOPs.I was promoted to Store Manager of the US POLO Mahipalpur Store. There, I had a team of six people working with me and managing the store's LTL. We achieved our targets and maintained good relationships with customers as well as all work reports like P&L, Inventory Management, Sales generation, etc.
ITC - WILLS LIFESTYLE Delhi Jan 2013 - Nov 2014	Fashion consultant - Business Development <ul style="list-style-type: none">Customer Relationship Management involved keeping track of customers under privilege program, knowing potential customers and their needs.Analyzing the current trend in Fashion.Handle customers and solving their query.Manage the visual merchandising of the storeWorked at ERP and SAP software's for maintaining reports & Inventory.

EDUCATION

RAJASTHAN VIDYAPEETH UNIVERSITY Delhi 2018	MBA <ul style="list-style-type: none">Post Graduated with "Operations" as SpecialisationDistance learning while working
JODHPUR NATIONAL UNIVERSITY Delhi 2013	Bachelor <ul style="list-style-type: none">Graduated With Distance learning Program while persuing Regular diploma for 3 years.B.com
FOOTWEAR DESIGN & DEVELOPMENT INSTITUTE Noida 2013	3 Yrs. Regular Diploma <ul style="list-style-type: none">3 Yrs. Regular Diploma in fashion merchandising & retail management
NIOS Delhi 2010	12th Grade <ul style="list-style-type: none">Cleared class 12th board exams with Science Stream
CBSE Delhi 2008	10th Grade <ul style="list-style-type: none">T.R.M Public School Modinagar

SKILLS

TEAM BUILDING EXPERTISE	SALES EXPERTISE
BUSINESS DEVELOPMENT AND PLANNING	LEAD GENERATION