



Contact

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Expertise

- Sales and Negotiation
- Project Management
- Public Relation Management
- Personnel Management
- Communication Skills
- Content Writing Skills
- Website Designing
- Digital Marketing
- Microsoft Office

Language

English
Hindi
Sindhi
Bahasa Indonesia

Ishan Devnani

Creative, versatile, energetic, management specialist with great team spirit. I am eager to contribute to team success through hard work, attention to details and I have an excellent organizational skill. I can easily adapt to changes and achieve the specified target within the given time. My proper communication skills allow me to understand customer needs better and analyze the data according to requirements. An optimistic multitasker with the ability to adapt to environment and collaborating with co-workers quickly.

Experience

December 2022 - December 2023

The LN Design Studio - Interior Designing | India

Business Development Manager

- Develop and implement strategic business development plans to achieve company objectives and revenue targets.
- Identify and pursue new business opportunities through market research, networking, and lead generation.
- Build and maintain strong relationships with prospective and existing clients, architects, contractors, and other industry professionals.
- Collaborate with the design team to create compelling proposals and presentations tailored to clients' needs and preferences.
- Negotiate contracts and pricing agreements, ensuring profitability and sustainable growth for the company.
- Stay updated on industry trends, competitor activities, and market dynamics to identify areas for growth and innovation.
- Coordinate with marketing and branding efforts to enhance the company's visibility and reputation in the market.

April 2022- October 2023

Digital Marketing | Web Designing

Digital Marketer

- Designed E-commerce websites on platforms such as Wix and Wordpress.
- Conducted digital marketing campaigns using Google Ads.
- Conducted analysis on the basis of this result collected by Google Analytics and suggested further actions to be taken based on the results.
- Established multiple shops on Etsy for my clients and listed the products while conducting SEO to optimize product listings.

June 2021- October 2022

Inbox Restaurant | Ajmer, Rajasthan, India

General Manager

- Adequate management of 30 staff for daily operations of business.
- Responsibilities such as inventory management, marketing campaigns, communicating with customers and taking feedbacks.
- Executing deals with customers for large parties by proper allocation and organising of resources.

December 2019 - May 2021

Arjun Opticals | Ajmer, Rajasthan, India

Sales Executive

- Conducting eye tests on customers to figure out proper number of eyes for the customers.
- Selling the glasses and frames as per customer satisfaction and requirement.

Education

Dezyne E'cole College

Ajmer, Rajasthan, India

- Bachelors of Business Administration (B.B.A.)
- Cumulative Percentage - 82.8%
- Awards - Best Presenter Award for 2 years

Universal School Kemayoran

Jakarta, Indonesia

- Primary, Secondary and Higher Secondary School
- During my final year of high school, we maximized homemade baked goods' sales to donate basic living necessities to three different non-profit organizations: Red Cross Indonesia and two local orphanages. I initiated and launched the event and designed the promotional materials used at the event.

Certifications

- Google Digital Garage (March 2022)
Credential ID - F9Z LY4 2Q4
- National Qualification Test (issued by TCS ION) (May 2021) - 82%
Credential ID - NQT21051072817
- Coursera- Google Digital Marketing and E-commerce (September 2022)

Projects

- Managed projects during my time at LN Design Studio, out of which was focused on commercial spaces and residential bungalows and flats.
- Established multiple shops on online platforms such as Etsy for clients for international selling through Etsy for offline businesses.
- Conducted digital marketing for clients on Etsy through proper use of tags and keywords.
- Worked on platforms such as Wix to create E-commerce websites for clients.
- Case Study on the behavior of consumers to current market trends which illustrates the purchasing variables or factors a consumer face whilst purchasing.
- Case study on the strategies IKEA implemented in order to enter the Indian market.
- Case study on the development of a new brand for the Ajmer Market.

Reference

Prateek Khurana

CEO, The LN Design Studio

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