

# Rishabh Harchandani

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## WORK EXPERIENCE

### Trading freelancer

Crypto and Capital Markets

Nov 19-Present

- Actively trading in Indian stock market from past 3+ years while in crypto and forex markets markets from more than 4 years.
- Analyze trends and prices in different assets through Institutional price action techniques.
- Specialized in Institutional trading methods aka Smart Money concepts to attain a specific edge in own trading game along with proper risk and money management.
- Actively trading in Index and highly liquid CFDs around the globe.

### OYO Life |

Area Growth Manager

Jan 19-SEP 20

- DRI for real estate supply across different clusters of city and leading the transformation team to make the property live within designated time.
- Maintaining responsibility of sales negotiations, contracts, timely payouts and reporting for all the supply deals closed in assigned cluster.
- Responsible to track all the transformation work post deal closure on the property as per company standards by coordinating with the TR team locally and centrally.
- Putting in the Business PnL Understanding to convert deals into more than 20% CM rate by generalizing the potential demand feeders near that property lead.
- Providing different key inputs across cross functions along with supply to increase the revenue potential of portfolio accounts.

### Tap A Tag Company Group. |

Sr. Business Manager

Sept 17-Jan-19

- Co-founded and operated a digital agency with varied services around Web and App development in the space.
- Responsible for direct client closure meetings for every potential project opportunity.
- Handled a team of 6 business executives to close over 100+ project all from international sales.
- Formed impactful relation with current clients to serve them as a consultancy for their regular incurring work.
- Represented company in Ahmedabad's biggest BNI chapter Olympus to built local business connections.

### Iglobsyn Technologies |

Business Executive

Mar 15- Nov 16

- Key responsible for direct sales and marketing of web and app development services of company.
- Executed optimal sales strategies and lead generation techniques to approach clientele in the international market
- Collaborated with different freelancers internationally to expand the area of growth in particular services.

## PAST EDUCATION

### Bachelors of Business Administration

L. J. University Ahmedabad

- BBA in Marketing
- Graduated with honors

### HIGHER SECONDARY

St. Joseph Convent Sr. Sc. School, Ratlam

- Finished with Academic Excellence in Mathematics
- President of the Green House Group
- CBSE Board, India

## LANGUAGES

- English
- Hindi
- Gujarati
- Sindhi

## SKILLS

- Communication.
- Team oriented.
- Analytical Thinking.
- Negotiation Skills.
- Time framing.
- Dedication.

## COMPUTER SKILLS

- Microsoft office.
- Tally and other business accounting software.
- Adobe Photoshop basics.
- HTML basics.
- Internet applications.

## PERSONAL DETAILS

**DOB:** 06 Sep 1995

**Father's Name:** Mr. Rajendra Harchandani

**Marital Status:** Single

**Nationality:** Indian