

YASH SHAH

CONTACT DETAILS

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📍 Ahmedabad, Gujarat

☎ 9099071066

📅 3 Jan '00

in [LinkedIn](#)

SKILLS

Communication and
Presentation Skills

Teamwork and Collaboration

Analytical and Problem-Solving
Skills

Sales and Negotiation Skills

Teamwork and Collaboration

LANGUAGES

Gujarati

English

Hindi

OBJECTIVE

Results-driven and proactive Business Development professional with a background in MBA and BBA, eager to leverage negotiation skills and marketing expertise to drive revenue growth. Strong academic performance and hands-on experience in client relations, project management, and brand engagement. Seeking opportunities to contribute to a dynamic organization's success and foster innovative business development initiatives.

EDUCATION

Ahmedabad University Jul 2020 – Dec 2022
MBA 2.9/4 CGPA

GLS University Apr 2017 – May 2020
BBA 7.26/10 CGPA

Ultra vision academy 2017
GSHEB 66.28%

SUNNY SKY ENGLISH HIGH SCHOOL 2015
GSHEB 65.66%

WORK EXPERIENCE

Think and Learn Jun 2022 – Jun 2023
ISA

- Negotiated contracts and closed sales with new and existing clients.
- Enhanced sales techniques and marketing plans to strengthen business development efforts.
- Exceeded target individual average revenue goals year over year.

PROJECTS

Route camp project with Mobileaty Oct 2020 – Oct 2022

- Managed a project Developing Mobility as a brand with the help of social media and promotional strategies.
- Increased footfall of the restaurant chain.
- consulted business for faster growth

Study on customer awareness perception Jun 2019 – Dec 2019
and usage pattern towards virtual debit card

- Conducted small research as a part of the dissertation project.
- Focused on primary data and descriptive research methods.
- Assessed awareness and perception of people towards virtual debit cards in Ahmedabad.

INTERSHIPS

- Algorithmics
Business Development Executive
May 2021 - Jul 2021
Generated leads through various mediums and followed up with clients.
Led to brand engagement of Algorithmics at the local level.

EXTRA-CURRICULAR ACTIVITIES

- Volunteered with Navjyot Andhjan Mandall in the year 2018.
- Contributed as "Social Media Intern", in Thangaat-ek-satrangi Aagaz" by LD Engineering college

- worked as an influencer for Image Creative Education for "popxo social Media Marketing project". promoted popxo with the help of a digital medium in 2019
- Promoted Internshala and its products as a student ambassador in GLS University, also hosted seminar for Internshala at GLS in 2018