






# Nityansh Bhardwaj

## CONTACT

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## SKILLS

- New Business Development
- Relationship building and rapport
- Marketing
- Networking strength
- Business development and planning
- Relationship building and management
- Cold Calling
- Sales expertise
- Prospect targeting

## PROFESSIONAL SUMMARY

- Performed in various trainings in Sales and Marketing.  
Expert in Marketing, Business Development, Advertising, Client Relationship Management.
- Guided many youngsters to start and build a six figure online business.
- Developed Public Speaking skills.
- Have a strong hold in Public Relations.
- Successfully managed a team of more than 70 people.
- Have strong leadership qualities.
- Creative Business Development Manager with impressive track record of improving sales and growing company customer base. Innovative program management, strategic planning and team leadership skills. Successful team builder with exceptional communication abilities.
- Accomplished Development Manager with innovative leadership style and expertise in brand positioning strategies. Outstanding sales and marketing talents to manage product-related budgets. Great influencing and communication strengths.
- Skilled Business Development leader offering 3 years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

## WORK HISTORY

**Business Development Manager** 09/2019 - Current  
**Forever Living Products International** - New Delhi, India

- Generated new business with marketing initiatives and strategic plans.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Established key performance indicators to track and analyze business progress and adjust strategies accordingly.
- Monitored market trends and competitor activities to identify areas of potential opportunity.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Enhanced profitability by developing pipelines utilizing marketing and sales strategies.
- Built relationships with customers and community to establish long-term business growth.
- Facilitated business by implementing practical networking techniques.
- Coached and promoted high-achieving sales and account management employees to fill leadership positions with qualified staff and boost company growth.

- Boosted marketing, reviewed pricing strategies and expanded distribution channels to increase sales revenue.

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## EDUCATION

**BTech:** Technical, Expected in 07/2023

**Galgotias University** - Greater Noida

- Member of India's fastest growing entrepreneurial society.

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## ACCOMPLISHMENTS

- Created an online system program, resulting in teammates turning into six figure earner!
- Directed a team of more than 70 personnel bringing in turnover of more than 50 Lakh Rupees per year.