

ABHAY SINGH

itsabhay344@gmail.com | +91 8368467070

SUMMARY

Highly motivated and detail-oriented professional with hands-on experience in business development field. Skilled in pitching services, maintaining long term relations with client. Proven ability to learn quickly and adapt to new situations. Eager to contribute to a dynamic team and make a meaningful impacts.

EDUCATION

Bachelor of Commerce

Maharshi Dayanand University, Rohtak

July 2021 - Jun 2024

Higher Secondary Education

Shishu Kalyan Public School

Apr 2020 - May 2021

Matriculation

Shishu Kalyan Public School

Apr 2018 - May 2019

WORK EXPERIENCE

Business Development | Alliance World Partners

March 2023 - Nov 2023

- Identifying potential clients, pitching services and nurturing long term relationships to ensure repeat business.
- Analyzing market trends and competitor activities to formulate strategies that align with company's vision and goals. .
- Promoted **teamwork** and a positive work environment through **effective communication**.
- Building and maintaining relationships within the industry to identify new opportunities and stay informed about emerging trends.

SKILLS

HARD SKILLS

- Data & Analysis:** MS Excel
- Project Management Tools:** MS PowerPoint, MS Word

SOFT SKILLS

- Strong **Interpersonal & Communication** skills
- Empathy-driven **leadership** and **team collaboration**
- Ability to work **independently** and handle **multiple responsibilities**.
- Proficiency in **Hindi** and **English**.