



# AMAN KUMAR

NEW DELHI, INDIA

+91 9234297070 aryamankp2002@gmail.com [www.linkedin.com/in/aman-kumar-kp](https://www.linkedin.com/in/aman-kumar-kp)

## PROFESSIONAL SUMMARY

MBA (Marketing and Finance) with hands-on experience in **B2B client engagement, consultative solution selling, and relationship management** across finance and travel industries. Proven ability to **customize solutions, negotiate with stakeholders, and achieve measurable sales growth**. Skilled in delivering impactful presentations, building long-term partnerships, and driving revenue through **solution-oriented sales strategies**.

## KEY SKILLS

- **Sales & Business Development:** B2B Solution Selling, Consultative Sales, Proposal Development, Negotiation & Deal Closure, Client Acquisition & Retention
- **Analytical & Technical:** Market Research, Equity & Portfolio Analysis, Financial Modeling, CRM Tools, MS Excel, TradingView
- **Soft Skills:** Communication & Presentation, Stakeholder Engagement, Influencing & Persuasion, Resilience Under Pressure

## PROFESSIONAL EXPERIENCE

### Travel Consultant | Get Trip GO | New Delhi | Nov 2022 – Feb 2024

- Managed **300+ clients** and cultivated partnerships with **50+ vendors**, negotiating preferential rates and enhancing solution offerings.
- Designed **customized travel solutions** for corporate and retail clients, boosting family package sales by **25% YoY**.
- Achieved a **95% client satisfaction rate** by adopting a consultative approach and tailoring solutions to client needs.
- Delivered solution presentations to clients, strengthening engagement and repeat business.

### Finance Intern | Bulls and Bear Advisory | Remote | Jul 2025 – Sep 2025

- Achieved **30% portfolio growth in 2 months**, demonstrating strong analytical and risk management skills.
- Delivered **client-facing presentations**, simplifying complex financial data into actionable investment insights.
- Supported **client acquisition and retention** by advising on customized trading strategies, strengthening trust and engagement.
- Applied disciplined trading strategies during high-volatility events, showcasing adaptability and decision-making under pressure.

### Job Trainee | Indus Vacations Pvt Ltd | Jul 2022 – Aug 2022

- Assisted in planning and coordinating travel itineraries for **10–15 clients**, ensuring personalized solutions.
- Supported customer service delivery for **20+ clients**, gaining exposure to B2B travel operations.

### Industrial Training | The Fern Residency | Jan 2021 – May 2021

- Gained hands-on experience in **front desk, guest relations, and event coordination** for corporate and social gatherings (50–500 attendees).
- Developed strong **stakeholder management and cross-functional collaboration skills**.

## EDUCATION

---

- **MBA (Marketing & Finance)** – Vivekananda Global University, 2026
- **Bachelor in Vocation (Hospitality & Tourism Management)** – Banaras Hindu University, 2022

## CERTIFICATION

---

- **Harvard Business Publishing:** Time Management, Presentation Skills, Management Communication, Marketing Essentials
- **Coursera:** Integrated Marketing Communication, Consumer Behaviour, Introduction to Corporate Finance
- **Other:** Certificate Program in Banking, Finance & Insurance (Bajaj Finserv), Export-Import Trade Workshop

## ACHIEVEMENTS

---

- Boosted **sales revenue by 25%** through solution-oriented travel packages.
- Achieved **50%+ growth** in client's investment portfolio during internship.
- Secured **95% client satisfaction rate** through consultative engagement.
- Ranked **1st out of 50** in IPR Masterclass Quiz at MSME Summit & Innovation Expo (BITS Pilani).

## EXTRA-CURRICULAR LEADERSHIP

---

- **Technical Lead (Annual Fest, VGU):** Led 100+ participants, managed budgets, and created promotional campaigns.
- **Event Coordinator (BHU):** Organized large-scale student event for 1,000+ attendees, managing logistics and budgets.

## ADDITIONAL INFORMATION

---

- **Languages:** English, Hindi
- **Interests:** Sales Strategy, Client Engagement, Traveling, Trekking, Bike Riding