

Aman Kumar

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PROFILE

Sales and business development professional with 8+ years of experience across APAC region, helping clients achieve business outcomes by understanding their need and building strong relationships.

EDUCATION

ICFAI University – ICFAI Business school (Highest Qualification)

Mumbai, India

Post Graduate Program in Management (PGPM)

SKILLS

Technical: Salesforce CRM, Power BI, Looker BI, HubSpot, ServiceNow, Share point, Microsoft 365

Business: Account Management, Customer Success, Lead Generation, C-Level Stakeholder Engagements, Contract Renewals, Market Research, SOW Management, SaaS and Cloud solution.

CERTIFICATIONS

- Google Data Analytics
- IT Project Management Theory and Practice – IIT Delhi
- Microsoft Office 365
- Microsoft Certified Application Specialist
- Oracle Cloud Infrastructure AI Foundations

EXPERIENCE

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Mumbai, India

Mid-Market Account Executive

2019 – Present

- Managing and growing portfolio of existing enterprise account, focusing on client retention, renewals and revenue expansion
- Build trusted long term relationships with C-level clients and stakeholders.
- Responsible for identify growth opportunities within existing accounts through upselling and cross selling.
- Managing the complete account lifecycle, from onboarding, adoption, pitches and negotiation discussions.

Customer success

- Hold regular check-ins with customer to review progress.
- Responsible for Monitoring account health and address risks to improve satisfaction.
- Supporting contract renewals.

OYO Rooms

Demand Manager – Business Development

Mumbai, India

2018 (July – December)

- Onboarded properties to expand regional supply.
- Closed commercial deals to grow OYO hotel network.
- Handled cold outreach and B2B sales pitches.
- Managed the full sales cycle from prospect to closure of the deals.

Indiabulls - Investment and Advisory

Mumbai, India

Associate Manager

2018 (January - June)

- Managed the team of 5 sales executives.
- Advised and sold financial products (Equity, Mutual funds, Real estate) to retails and HNIs.
- Owned the sales cycle end to end.
- Was responsible for Building and maintaining strong relationship with stakeholders.

ACHIEVEMENTS

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- Exceeded sales target consistently by 15 to 20% through account plans and outreach.
- Generated 1 million USD in annual revenue for the company in last 2 years.

OYO Rooms

- Onboarded 30+ partner properties in Mumbai and closed key contracts, helping grow OYO regional supply by 15%.

Indiabulls

- Successfully led a team of 5 executives while managing and advising to high value investors.