

# Ankit Mishra

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## Objective

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Leader with 5.6+ years of experience in the IT industry, specializing in international business development and international marketing. Adept at fostering customer satisfaction, streamlining operations, and driving business growth. Seeking to leverage expertise in creative problem-solving, analytical thinking, and effective communication to contribute to a dynamic team.

## Skills

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- Creative problem-solving
- Analytical thinking
- Effective communication
- Negotiation
- Goal orientation
- Organizational skills

## Experience

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- **Straive, Noida, India** May 2023 - Oct 2024  
Assistant manager - Marketing and corporate communications
  - Spearheaded multiple projects (10+) of data and analytics from social portals like LinkedIn, Zoominfo, Bloomberg, Crunchbase, and others, ensuring alignment with business objectives and timely completion.
  - Enhanced client satisfaction of APAC geography through proactive management and resolution of issues by ensuring 24x7 followups.
  - Applied creative problem-solving techniques to tackle complex project challenges and improve processes through effective resolution by a technical team.
  - Coordinated with cross-functional teams of sales and marketing to achieve operational efficiency.
  - Negotiated with vendors by required consulting and stakeholders to secure favorable terms and maintain productive relationships of c-level executives.
- **Novigo solutions, Mangalore, India** June 2022 - Dec 2022  
Business development executive
  - Led and managed multiple projects, ensuring timely delivery of outsystems technology and adherence to quality standards.
  - Enhanced customer satisfaction of Middle-East countries by implementing tailored solutions and maintaining strong client relationships with c-level executives.
  - Utilized creative problem-solving skills with a technical team to address complex issues and optimize processes.
  - Coordinated with cross-functional teams of management and technology to achieve business objectives and drive project success.
- **Neilsoft solutions, Pune, India** May 2021 - Sep 2021  
Sales executive
  - Drove business growth through strategic development initiatives, resulting in increased revenue for IT infrastructure development projects and expanded customer base.
  - Utilized analytical thinking to assess APAC market trends and identify new business opportunities.
  - Developed and executed strategies to enhance client engagement in the international market.
  - Organized and managed workflows, ensuring timely completion by constant follow-ups and quality deliverables.
- **Rahi systems, Pune, India** Feb 2020 - May 2020  
Inside sales representative
  - Determined needs, delivering solutions and overcoming objections through consultative selling skills to c-level executives.
  - Prioritized daily workflows, including all inbound calls, quotes and sales related queries.

- Maintained friendly and customer interaction (24x7) all the time.
- Utilized digital and telephone approaches to generate sales leads from the APAC region.

- **Transperfect solutions, Pune, India**

Oct 2019 - Jan 2020

Project coordinator

- Coordinated IT healthcare projects, including defining scope, managing milestones, and maintaining strong relationship with all stakeholders.
- Communicated regularly with c-level executives concerning data exchange and technology integration from Europe region.
- Facilitated the best user experience through customer support, training classes, webinars, improvements, and systems of communication changes.
- Assisted project manager on every stage of the client communication, project delivery, and project co-ordination.

- **Wipro, Pune, India**

May 2017 - Oct 2018

Senior associate

- Offered each customer top-notch, personal service and polite support to boost sales and customer satisfaction of Europe region.
- Collaborated with stakeholders to gather requirements and develop scope.
- Cultivated and strengthened relationships with new clients and existing clients on account services and capabilities and hence received several client appreciations and was awarded as star performer in quarter 3, 2017.
- Built and maintain relationships with c-level executives new and existing while providing a high level of expertise.

## Education

| Course / Degree  | School / University                                   | Grade / Score | Year |
|--|---|---------------|------|
| Master of Business Administration (IT management and marketing management) | Prestige institute of management and research, Indore | 5.7           | 2016 |
| Bachelor of engineering (Electronics and communication engineering)        | Sushila devi bansal college of technology, Indore     | 6.4           | 2012 |

## Internship And Industrial Training

- Internship in Agniban for 2 months.
- Industrial training in BSNL for 2 months.

## Certifications

- Alison: Introduction to management: Analysis and strategies.
- Google: Google my business.
- Google: Campaign Manager.
- Hubspot academy: Email marketing.
- Hubspot: Inbound marketing.
- LinkedIn: Working remotely.
- Google digital garage: Fundamental of digital
- Udemy: Effective communication skills for
- Hubspot CRM: Lead nurturing.
- Skillssoft: Reach customers digitally.

## Reference

- **Vikas singh - Straive**  
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- **Katikeya vishal - Novigo solutions**  
Senior consultant- BDM  
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