

# SARVESH ASTHANA

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## OBJECTIVE

Seeking challenging opportunities to leverage my skills and drive organizational success.

## EXPERIENCE

### AeroSea Transworld

January 2024 - Present (8 Month)

#### **Business Development Manager**

##### **New Delhi, India**

- Expertise in documentation, customs compliance, and problem-solving.
- Proven track record in optimizing transportation routes and reducing costs.
- Develop and implement business development strategies to achieve the company's sales goals and objectives.
- Identify and pursue new business opportunities by prospecting, qualifying, and closing deals.
- Build and maintain strong relationships with existing clients and stakeholders.
- Collaborate with other departments, operations and finance, to ensure a seamless customer experience.
- Analyze market trends and competitor activities to identify business opportunities.
- Prepare and present proposals to clients that align with their business needs and objectives.
- Prepare and present business development reports to senior management on a regular basis.

### Biofuels Junction Pvt. Ltd.

December 2022 –December 2023 (1 Years)

#### **Operation Manager (Sales)**

##### **Ranchi, Jharkhand**

- Building new relationship with Manufacturers and Customers for Biomass Fuels.
- Adding Suppliers tie-up to fulfill Bio-fuels demand from customers and serve the Order in minimum delay.
- Managing suppliers database for documentation and record all purchase accounts.
- Industrial visits for sourcing in biofuels consumptions at manufacturing units.
- Selected, trained and performance-managed staff to handle high workloads with ambitious targets.
- Negotiation, On time delivery, closures from customers within turnaround time and sourcing.

### SAFEXPRESS PVT. LTD.

July - 2020 to Nov- 2022. (2 Yrs 4 Months)

#### **Business Development Manager- Retail**

##### **Nelamangala & Dobbaspeth, Bangalore- Karnataka**

- Account Management, B2B & B2C.
- Retail Business on Paid & To-Pay.
- Operation, Pick Up & Delivery Management
- Created effective marketing, sales and promotional initiatives to drive revenue.
- Researched prospective clients to develop and execute cold call lists.
- Evaluated team performance to identify areas requiring improvement.
- Coached and trained staff to comply with company policy and procedures.

### GATI – KWE

January – 2017 to May- 2020 (3 Yrs 4 Months)

#### **Business Development Executive- (Credit)**

##### **Vapi, Valsad- Gujarat**

- New business development and customer service.
- Bill Submission & Payment Collection
- PTL & FTL.
- Resolving Logistics problem to existing customers.
- Created short-term and long-term goals for business team to achieve objectives.
- Researched prospective clients to develop and execute cold call lists.
- Identified cross-selling opportunities through ongoing customer needs analysis.
- Developed business plans to establish revenue and growth.
- Produced quotes and proposals to provide value and benefits to prospective clients.

## **SKILLS**

- |                                   |                               |                                     |
|-----------------------------------|-------------------------------|-------------------------------------|
| ➤ Market and competitive analysis | ➤ Sales force CRM             | ➤ Export - Import                   |
| ➤ Marketing campaign management   | ➤ Demand generation marketing | ➤ Import & Export Compliances.      |
| ➤ Internet and e-mail marketing   | ➤ Business development        | ➤ Air, Sea & Road Transportation.   |
| ➤ Relationship Management         | ➤ Retail marketing            | ➤ Project Management.               |
| ➤ Marketing and sales strategies  | ➤ Brand-building strategies   | ➤ Business Analysis.                |
| ➤ Presentations and proposals.    | ➤ Team management             | ➤ Requirement Gathering             |
| ➤ B2B & B2C Sales.                | ➤ Customer Service            | ➤ Branch Operation & Area Handling. |

## **EDUCATION**

- |  |        |
|--|--------|
| ➤ Matriculation - B.S.E.B, Patna                         | : 2006 |
| ➤ Intermediate (Commerce)- B.S.E.B, Patna                | : 2008 |
| ➤ B. Com (Account's Hons.) -Magadh University, Bodh Gaya | : 2011 |
| ➤ M.B.A (Marketing & Finance)- Dr. A.K.T.U, Lucknow      | : 2016 |

## **PROJECTS - 45 days Internship done at HDFC Bank**

- Work done in CASA.
- Customer problem solution and retention.
- Cold call & Referrals.
- Salary Account
- Credit Card
- Life Insurance /General Insurance

## **CERTIFICATION**

- In Digital Marketing & Entrepreneurship by IIM Calcutta.
- In Inter Department Power Point Presentation.
- In Diploma in Computer Application
- In Scouts & Guides.
- Business Analysis Foundations
- Summer Internship under Chartered Accountant.
- Understanding the Basics
- Career Essentials in Business Analysis by Microsoft and LinkedIn

## **LANGUAGE**

- Hindi - Native.
- English - Professional.

## **BASIC DETAILS**

Father's Name :- Shashi Bhushan Asthana  
Date of Birth :- 02nd – October – 1991  
Interest :- Playing Cricket & Watching Movie.  
Social Contacts :- [www.linkedin.com/in/sarvesh-asthana-53033862](https://www.linkedin.com/in/sarvesh-asthana-53033862) (LinkedIn)