

Aman Agrawal

Dynamic and results-driven professional with over 6+ years of experience across B2B & B2C international & domestic sales/marketing Industry. Experienced in generating leads, market research and driving revenue growth using excellent verbal and written communication skills. I strongly believe in being a team player and achieving given targets.

Work Experience

2023-02 –
2024-03
(Currently
employed)

Business Development Representative – B2B (USA, IT – SaaS, PaaS, IaaS)

AppsTek Corp – Mumbai, Maharashtra (Remote)

- Generated leads by Identifying and qualifying prospects through extensive web research and market analysis, utilizing tools such as ZoomInfo and LinkedIn Sales Navigator.
- Maintained and updated Databases using Excel and Zoho CRM, ensuring accurate prospect information and timely follow-ups.
- Conducted successful outreach campaigns & Marketing via LinkedIn, phone and email, resulting in increased meetings, opportunity calls and closures of thousands of dollars.
- Constant top performer for 2 straight quarters across sales team. Demonstrated Excellent collaboration and team work to consistently achieve team targets.

2020-12 –
2023-01

Business Development Head – B2B sales

D.N.T Jewel products, Mumbai (MSME – unorganised sector)

- Led efforts in lead generation and market research, contributing to a 140% Increase in sales within a few months through effective Persuasion and negotiation.
- Managed day-to-day business communication and relationship handling, fostering strong client relationships and repeat business.
- Achieved the ability to collaborate and work in a

Contact

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Hard and Soft Skills

Effective Communication skills



Sales and marketing



Microsoft Office



Negotiation



Research & Lead Generation



team

2019-11 –
2020-11

Customer Relations Advisor (UK Region)

TechMBS – Mumbai, Maharashtra

- Persuaded UK customers on choosing high value phone and SIM contract plans offered by company to increase revenue
- Looked into Problem solving of customer for enhancing experience
- Convinced 100's of customers to check out company's phone accessories, phone & SIM contract offers as a part of cross selling.

2017-09 -
2018-06

International Business Development Executive (B2B – Africa, Middle east, South Asia)

Synergy Relationship Management services Pvt Ltd, Mumbai, Maharashtra

- Identified business opportunities by researching and generating leads including over 2000 potential prospects from top companies across Asian, African, middle east and Asia Pacific region
- Sold several high value corporate programs by establishing contact with leads through cold calling and developing relationships with prospects along with maintaining follow ups through different methods
- Recommended solutions to the identified problems and generated revenues worth 1000's of dollars through finalized deals
- Demonstrated flexibility working with internal team members to remedy any issues and pre-emptively coming up with solutions, boosting efficiency by 43%

Education

2021-08 –
2022-07

Post-Graduation: Diploma in Financial Management (PGDFM)

Institute of distance and open learning (IDOL), Mumbai University – Mumbai

Graduation: BBA - Finance

Excellent Language

Fluency



Awareness



Very Good

Internet research



Very Good

Team work management



Excellent

Inquisitive



Very Good

Problem solving



Very Good

Creativity



Very Good

Languages

Fluent in English and Hindi

Novice High in Marathi &

Spanish

2014-09 - 2017-05	<i>GD Goenka University - Delhi NCR</i> <ul style="list-style-type: none">• Specialized in Finance• Minor in corporate law• Graduated with a 7.9 CGPA (Top 10% of Class)• Awarded 1st prize in Business quiz competition (school of management)
2013-07 - 2014-04	Higher Secondary Examination (10+2): Commerce <i>Durgadevi Saraf Junior College (Mumbai University) - Mumbai</i>
2011-06 - 2012-04	Secondary Examination (10th): General <i>Sanjeewan Vidyalaya - Panchgani</i> <ul style="list-style-type: none">• Passed with 7 CGPA

Interests

- Mental & physical Fitness (for being Energetic, Alert & Mindful)
- Learning languages
- Socialising & networking
- Volunteering in social programs (cultural events etc.)