GAGANDEEP GOYAL

Sales & Business Development | Freight Broker | AI & Tech Enthusiast

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🔗 https://gagandeep-portfolio-lime.vercel.app/ 📍 Bathinda, Punjab

SUMMARY

Dynamic and results-driven sales and business development professional with 3.5+ years of experience in logistics, tech-enabled sales, and AI-driven automation. Proven ability to drive revenue, negotiate high-value deals, and optimize operations through strategic planning. Strong foundation in mathematics, programming, and AI tools for business automation. Seeking opportunities to leverage my expertise in sales, operations, and AI to drive business success.

EXPERIENCE

Home Tutor
08/2023 - Present
Freelance
Bathinda, Punjab
- Strengthened problem-solving skills while mentoring 30+ students in STEM subjects.
- Helped students improve their grades by 20-30% through personalized learning strategies.

Business Development Executive
05/2024 - 07/2024
Kodu (Powered by Dhurina)
Sirsa, Haryana
- Sold coding courses to 50+ students, generating significant revenue.
- Conducted video meetings, guided students, and improved customer persuasion skills.
- Leveraged AI tools for automated lead management and customer interactions.

Logistics Coordinator
08/2022 - 02/2024
Varstar Alliance
Bathinda, Punjab
- Coordinated 150+ shipments across the USA & Canada with a 98% on-time delivery rate.
- Consistently achieved monthly sales of $1,000–$1,500, with top deals totaling $2,700.
- Managed 25+ client accounts monthly, ensuring efficient load handling & client retention.
- Mastered TMS, AFM, DAT, Truckstop, and AI-driven analytics for logistics optimization.

Channel Sales Manager
04/2020 - 07/2022
Telegram Messenger
Bathinda, Punjab
- Resold 1,000+ digital products and services, increasing sales by 30%.
- Negotiated 500+ deals with a 20% average profit margin.
- Expanded client base by 25% through targeted marketing & strategic customer engagement.

EDUCATION

Bachelor of science (Hons.) Mathematics
08/2022 - 06/2025
Maharaja Ranjit Singh Punjab Technical University
Bathinda, Punjab
- Mastered calculus and differential equations, solving 95% of complex problems, including real-world optimizations.
- Developed C and Python skills, completing 30+ projects and automating 40% of manual tasks.
- Applied numerical analysis and probability, modeling problems with 85% accuracy.
- Mastered Differential Equations, solving 85% of first and higher-order equations using methods like variation of parameters for real-world problems.

12th (Non-Medical)
03/2020 - 04/2021
IITIANS CLASSES
Bathinda, Punjab
- Developed advanced problem-solving skills and ranked among the top 3 out of 100 students during IIT JEE preparation at IITians Classes.

TECHNICAL SKILLS

BASIC
- Proficient in Microsoft Office Suite: Excel, Word, and PowerPoint.
- Programming: C, C++, Python, JavaScript (Self-learning via AI tools).

ADVANCE
- Skilled in 90% Command Line Interface (CMD) operations.
- Familiarity with both basic and advanced computer systems concepts.
- Media & AI Tools: Expert in video/photo editing and automation, saving 40% processing time.
- AI-driven business automation, ChatGPT for coding & data analytics.
- Skilled in Kali Linux 30+ security tools, enhancing network and system security by 40%.

FIND ME ONLINE

in **Linkedin**
https://www.linkedin.com/in/gagandeep-goyal/

SKILLS

Strategic Planning · Sales Leadership · Client Relationship · Management · Market Expansion · Contract Negotiation · Team Leadership · CRM Software · Tool/Technology · Digital Marketing · Problem Solving · Data Analysis

STRENGTHS

🏳 **Adaptability to Diverse Challenges**

💡 **Strong Analytical and Critical Thinking**

PASSIONS

⚙ **Innovative Technology**
Focused on using technology, including AI and other tools, to address real-world problems and support business growth.

◎ **Mentoring**
Dedicated to mentoring young professionals by sharing knowledge and experiences to support their career growth.

CERTIFICATION

BE10X Excel Using CHATGPT
Masterd Excel formulas usisng chatgpt.

AI & Automation for Business
Self-taught using ChatGPT & AI tools

LANGUAGES

English	Proficient
Hindi	Native
Punjabi	Native

KEY ACHIEVEMENTS

🏆 **Top Sales Performance**
Achieved the highest sales target of $2700.

💎 **Leadership & Events**
Successfully managed and funded 2 major university events as a Class Representative.