

# GAGANDEEP GOYAL

Sales Executive | Freight Broker

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## SUMMARY

With 3.5 years of diverse sales experience, including 2 years as a social media reseller and 1.5 years as a freight broker in the USA, coupled with a BSc Hons in Mathematics, I possess strong technical skills. Excels in marketing, negotiation, technical, and management domains. Ready to leverage over 3.5 years of sales leadership experience to drive team success, strategic planning, market expansion and drive strategic growth.

## EXPERIENCE

### Logistics Coordinator

08/2022 - 02/2024

Bathinda, Punjab

#### Varstar Alliance

- Coordinated over 150 shipments across the USA and Canada as a remote freight broker, enhancing management proficiency and ensuring efficient client coordination.
- Consistently achieved monthly sales of \$2000 - \$3000, showcasing effective negotiation abilities.
- Successfully closed major deals totaling \$8400 in profit, showcasing adept business expertise.
- Handled 25+ client accounts monthly, managing various load types and ensuring timely deliveries.
- Negotiated and closed deals worth \$8400 in profit, demonstrating strong negotiation and business acumen.

### Channel Sales Manager

04/2020 - 07/2022

Bathinda, Punjab

#### Telegram Messenger

- Resold over 1000 products and services on Telegram, catering to diverse client needs and boosting sales by 30%.
- Engaged with 100+ clients to ensure product clarity, leading to a 15% increase in repeat business.
- Negotiated 500+ deals that resulted in a 20% average profit margin, showcasing excellent negotiation skills.
- Expanded the client base by 25% through targeted marketing and strategic client relationship management.
- Leveraged sales strategies to achieve a consistent monthly sales of 20000-30000 Rs, improving overall reselling efficiency.

## EDUCATION

### Bachelor of science (Hons.) Mathematics

08/2022 - 06/2025

Bathinda, Punjab

#### Maharaja Ranjit Singh Punjab Technical University

- 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.

## TECHNICAL SKILLS

### BASIC

- Proficient in Microsoft Office Suite: Excel, Word, and PowerPoint.
- Basic understanding and proficiency in C and C++ programming languages.

### ADVANCE

- Skilled in Command Line Interface (CMD) operations and utilization of various AI tools.
- Familiarity with both basic and advanced computer systems concepts.
- Applied quantitative skills to analyze and enhance performance, leading to a 10% increase in operational efficiency using advanced tools.
- Used DAT and AFM, coordinating 150+ shipments with 98% on-time delivery, boosting client satisfaction by 25%.
- 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-problem-solver/>

## SKILLS

Strategic Planning • Client Relationship • Management • Market Expansion • Sales Forecasting • Contract Negotiation • Team Leadership • CRM Software • Tool/Technology

## 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

### Advanced Sales Strategies

Focused on innovative sales techniques and strategies for market penetration and growth through Google and YouTube.

## LANGUAGES

English	Proficient	<div></div>
Hindi	Native	<div></div>
Punjabi	Native	<div></div>

## KEY ACHIEVEMENTS

- Top Sales Performance**  
Secured a top sale of \$8400, demonstrating strong business acumen.