



AKHIL RANA

STRATEGIC BUSINESS LEADER
WITH MSC IN INTERNATIONAL
BUSINESS (EMLV, PARIS) | B
TECH | MBA || OVER 7 YEARS
OF EXPERIENCE IN BUSINESS
EXPANSION, AND GLOBAL
SUCCESS

PROFILE INFO

Results-driven professional with 7 years of expertise in sales, business development, and marketing. Proven success in surpassing sales targets through effective customer relationship management, strategic market analysis, and data-driven insights. Known for cultivating enduring client relationships, identifying business needs, and delivering tailored solutions for tangible outcomes. Proficient in business management and adept at cross-functional collaboration to drive profitable results. Committed to delivering exceptional client service and measurable business growth.

CONTACT

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📍 Paris, France

EDUCATION HISTORY

M.SC. INTERNATIONAL BUSINESS Pôle Universitaire Léonard de Vinci, Paris, France 2022-01 TO 2023-03

MBA: HUMAN RESOURCES MANAGEMENT Sikkim Manipal Open Learning, India 2013-07 TO 2015-07

BACHELOR OF SCIENCE: ELECTRICAL ENGINEERING Manav Rachna International University, India 2009-07 TO 2013-07

WORK EXPERIENCE

Dyanamic Staffing Service (Remote) - Business Development Manager , Delhi 2025-01 to Present

- Spearheaded business development initiatives targeting airlines, aerospace & defense, and MRO (Maintenance, Repair, and Overhaul) sectors, driving workforce solutions for globally recognized clients such as Celebi, Gold Air Handling, IAI (Israel Aerospace Industries), and Air India.
- Led a high-performing team of account managers and recruiters, overseeing end-to-end client handling, lead generation, and strategic marketing efforts to expand DSS's footprint in the aviation and aerospace industries.
- Facilitated the successful deployment of over 400 skilled professionals across the Middle East, Europe, and Asia, meeting diverse client needs in technical, operational, and ground support roles.
- Cultivated and maintained strong client relationships, identifying staffing needs and delivering tailored recruitment solutions aligned with industry standards, safety protocols, and operational requirements.
- Represented DSS at the MRO Asia Expo, showcasing the company's specialized staffing services, networking with industry leaders, and generating new business opportunities.
- Collaborated with internal teams to ensure seamless onboarding of technical and operational talent, including skilled engineering experts, and ground support staff, enhancing client satisfaction and operational efficiency.
- Leveraged DSS's 47 years of industry experience and international office network to position the company as a trusted recruitment partner for high-stakes, high-security environments in the aerospace and defense fields.

DIP- View SAS - Business Developer , France 2023-10 to 2024-10

- Conducted in-depth market research and developed strategic sales plans to identify emerging trends and drive growth within the semiconductor industry.
- Built and sustained strong client relationships by addressing inquiries, delivering product demonstrations, and ensuring high levels of client satisfaction.
- Led business development initiatives, including new client acquisition, participation in industry networking events, and delivery of persuasive sales presentations.
- Represented Dip-View SAS at Semicon Europa in Munich, managing booth operations and engaging with key stakeholders to promote brand presence.
- Created tailored proposals and impactful presentations aligned with client-specific needs and business objectives.



SKILLS

- Lead Generation: LinkedIn, Email Campaigns, Referrals, Microsoft Office
- Sales: B2B, B2C, SaaS Sales, International Sales, Business Development, Account Management
- CRM & Marketing Tools: HubSpot, ZOHO, Salesforce, CMS, Canva
- Analytics & Reporting: Google Analytics, Tableau
- Digital Marketing: SEO, Email Marketing, Content Creation
- AI & Content Tools: ChatGPT, Claude, Jasper, Copy.ai, Grok, DALL-E 3, Perplexity

American Express - Master Credit Analyst, India 2015-11 to 2019-03

- Proficient in utilizing data analytics and risk assessment tools to support informed decision-making in credit and fraud risk management.
- Demonstrated strong analytical and problem-solving abilities in identifying, evaluating, and mitigating financial and regulatory risks.
- Analyzed credit data and financial statements to assess the risk level in extending credit or lending, preparing comprehensive risk reports.
- Generated financial ratios using software tools to evaluate customers' financial standing and creditworthiness.
- Employed a range of internal and external tools (IMS, CAS, Triumph in CSP) for risk detection, ensuring compliance and preventing non-payment issues.
- Detected fraud risk indicators in card applications by identifying links to other active or closed accounts through in-depth reviews (e.g., PFL scanner accounts).
- Used LEXISNEXIS Risk Solutions and other analytics platforms to enhance fraud detection and mitigation efforts.
- Implemented appropriate blocking codes (GPA, GRV, GBF, TAR) for timely intervention on high-risk accounts.
- Performed DBL (Double Review) analysis to minimize exposure to high-risk credit card accounts.
- Dedicated to contributing expertise in risk mitigation, fraud prevention, and customer service excellence to support organizational goals.

WORK EXPERIENCE

Cyborg Intelligence - Business Developer, France 2022-10 to 2023-03.

- Successfully identified and recruited top-tier IT consultants, consistently exceeding monthly lead generation targets with 50+ qualified candidates.
- Played a key role in the timely and effective execution of multiple IT projects through strategic talent acquisition and deep technical understanding.
- Built and maintained strong client relationships by understanding specific hiring needs and delivering customized recruitment solutions.
- Expertly leveraged tools like LinkedIn Recruiter, IT turnover systems, and applicant tracking systems (ATS) to optimize and streamline the hiring process.
- Demonstrated strong negotiation skills and a proactive approach in client engagement, fostering long-term partnerships and repeat business.

Business Development Manager, Group We, India 2021-02 to 2021-07

- Improved the digital car buying experience by supporting an app-based platform, ensuring smooth and user-friendly customer journeys.
- Onboarded and managed car dealership partners, aligning them with platform processes and customer service standards.
- Handled high volumes of customer interactions, ensuring accurate sales documentation and timely support.
- Built and retained a strong client base through proactive engagement and effective negotiation.
- Led pre-sales efforts, addressing inquiries on vehicle availability, pricing, and features.
- Contributed insights to enhance competitive intelligence and refine the product roadmap.

Qatar Airways - Lounge Attendant Front of House (Hub Lounges) Premium Customer Service, Qatar 2019-07 to 2020-10

- Supported Duty Supervisor in overseeing lounge operations, ensuring smooth coordination of resources and compliance with safety standards.
- Maintained exceptional lounge presentation aligned with corporate and health regulations.
- Delivered personalized service to premium passengers, promoting Qatar Airways' products with in-depth product knowledge.
- Ensured seamless customer journeys through effective cross-departmental coordination and clear communication.
- Handled reservations, seat allocations, and operational tasks using Amadeus.
- Fostered a collaborative team environment and implemented high standards for service and lounge upkeep.

NATIONALITY: INDIAN
MARITAL STATUS: SINGLE
VISA STATUS: OPEN WORK PERMIT - APS (FRANCE)
OTHER: READY TO RELOCATE WITHIN THE SCHENGEN AREA

LANGUAGES
English: Advanced (C1)
French: Beginner (A1)
Hindi: Bilingual or Proficient (C2)