

# Himanshu Chawla

## Professional Summary

Dedicated and self-motivated to work for organizations which brings creative business solutions to its customers. I have 8+ years of experience in business development and Expansion, I trained myself to acquire the skill set that has helped me to achieve organizational goals much faster. I have been majorly in sales role in my previous organizations, I am dependable for companies in leading pilot projects and expanding in new segment or a territory. Teams which I have lead, have generated excellent results in terms of profitability. When it comes to strategy making, the management has always welcomed my suggestions. With the perseverance I was able to raise revenue by 25% in QACA with slashed cost by 20%.

## Employment history

### **Business Partner, Bedweiser Hospitality and Travels Pvt. Ltd.. Agra, Uttar Pradesh**

Oct. 2017 – Jan. 2022

- Vendor management across India for managing bulk enquiries.
- Managing sales and online marketing channels for multiple hotels.
- Curating Itineraries for various travel destination.
- Resource management and maintaining SOP's.
- Bringing in various promotional schemes and ensuring sales growth.
- Making alliances and strategic partnership.
- Cost reduction by 30% for partners

### **Manager Business Development, Rivigo Services Pvt. Ltd.. Gurgaon, Haryana**

Nov. 2017 – Apr. 2018

- Led the hub of Asaf Ali road and ensured increase in new sales.
- Managed and supervised the team of executives in operations and smooth flow of documentation processing for achieving defined delivery time.
- Achieved sales revenue of 25 lakh per month on average

### **Manager Business Development, Quality Austria Pvt. Ltd.. Delhi, Delhi**

Jun. 2015 – Oct. 2017

- Liason and Alliance with MOUD (SBM, Ministry of Urban Development)& Ministry of Skill Development and Entrepreneurship, National Skill Development Corporation, Himachal Pradesh), ZED(Pan India) and Quality Council of India(QCI) .
- Account management and presenting various Audit benefits to manufacturing and service oriented organizations.
- Was responsible to expand business in Nepal through channel sales

### **Sr. Marketing Executive, Cvent India Pvt. Ltd.. Gurgaon, Haryana**

Apr. 2012 – May. 2015

- International and domestic lead generation and data refining through various methodologies defined by marketing head.
- Inside sales for geography like US and UK.
- Salesforce management and data validation and timely updation.
- Was awarded as best lead researcher for the launch of Crowdcompass and Crowdtorch.

## Personal info

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## Skills

### **Strategy Making**



### **Initiator**



### **Project Management**



- Collect and analyze data on customer demographics, preferences, needs, and buying habits to identify potential markets and factors affecting product demand.

## Education

**Amity University, Noida, Uttar Pradesh**

MBA, Marketing And Sales, Apr. 2012

**International Management Centre, Delhi, Delhi**

BBA, Genaral Managemant, Apr. 2009