

ANKUSH ARORA

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EDUCATION

- IILM University, Golf Course Road, Gurugram, Haryana** (2019-2021)
 - Post-Graduation in Marketing
- Asian School of Business, Noida, Uttar Pradesh** (2016-2019)
 - Graduated in Bachelor of Business Administration
- School: Convent of Gagan Bharti Senior Secondary School** (2003-2016)
 - Secured 64% in 12th grade CBSE nation-wide examination
 - Secured 6.4 CGPA in 10th grade CBSE nation-wide examination

WORK EXPERIENCE

- Square Yards Real Estate LLC, Sales Manager, Dubai** (October'22 – Present)
 - Communicated with sellers and buyers to understand property needs, timelines, and budget.
 - Compiled and updated list of over 900 properties with details regarding location, square footage, features and more.
 - Developed positive relationships with lenders, appraisers, home inspectors, and escrow companies.
 - Facilitated paperwork such as closing statements, deed, contract, purchase agreements.
 - Team Management
 - Cold Calling lead generation
 - New Client Acquisition and Leads Generation
- JSP Industries, National Sales Marketing Manager, New Delhi** (June'20 – Sept'22)
 - Managing team for collecting Payments from clients and bed-debts.
 - Payment collection from existing client.
 - Managing Channel Distribution System
 - Handling distributors and dealers PAN India and generation of revenue.
 - New Client Acquisition
 - Contributed significantly in researching and development.
- DD Industries, Marketing and Sales Manager, New Delhi** (Jan'17- June'20)
 - Contributed significantly in researching and development.
 - Managing channel sales distribution.
 - New client acquisition.
 - Collecting payment from existing clients.
 - Handle distribution and dealers pan India and generating revenues from them.

LEADERSHIP EXPERIENCE

- Captain of Kabaddi team at school and college level.
- Student Ambassador**- Represent IILM as a brand with different stakeholders & at various events.
- Discipline committee**- Head of Discipline committee in IILM
- Events Head**- Cultural Club
- Sports committee**- Vice President of sports club in IILM.
- Placement committee**- Member of placement committee and placement operation team.
- Technocrat club**- President at Asian school of business.

ACADEMIC PROJECTS

- Sectorial presentation on FMCG Industry.
- Presentation on hero Moto Corp India in marketing mix.
- Marketing plan on Maggie nestle India.
- Presentation on Mc Donald India on marketing mix.
- Working project on the strategy of Kellogg's.

SKILLS AND INTERESTS

- Management Games**: Marketing Quiz
- Computer Skills**: Proficient in Microsoft Word, Microsoft PowerPoint and Microsoft Excel
- Sports**: Swimming, Kabaddi (Represented College at State-level).