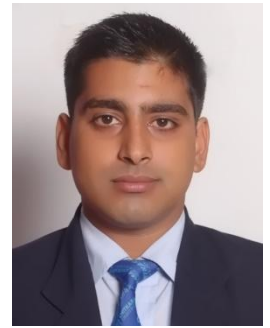


Aditya Rampal

Email: adityarampal2017@gmail.com

Mobile: + 91- 9086850920



Business Development Manager

Performance oriented professional with experience in Sales & Marketing, market development and looking for challenging projects to develop management skills with a reputable organization, preferably in the management consulting industry.

Experience



Business Development Manager | Jankalyan handloom | February 2016-Present

- ✓ Handling the distribution channel.
- ✓ Handling market issues.
- ✓ Achieving the sales targets by driving sales with the help of sales team.
- ✓ Sales team motivation and training.
- ✓ Keep an eye on the market competitors.
- ✓ Working with Govt organizations and organized various mega business fairs and also work in the sales project in Delhi Hat.
- ✓ Worked in the areas of North India.

Intern – Market Research / High Beam Global Ltd| may– July 2015

- ✓ Prepared a Market Research report on “Peel works. (i.e. A leading company in India for billing Solutions) with the help of on field surveys in the regions of Himachal Pradesh , Jammu & Kashmir and Western Uttar Pradesh in a period of 3 months .
- ✓ Studied the consumer buying behavior in the segment by doing secondary research and Primary research, worked with the R&D department to build up a better marketing strategy to boost up sales.
- ✓ Communicate with clients to understand and document the business/research objectives.

Education Timeline



Master of Business Administration 7.25(CGPA)

Chitkara Business School, Chitkara University | 2014 – 2016

B.Tech- Electronics and Communication (66.03 %)

RIET Phagwara, Punjab Technical University | 2009 – 2013|

Internships, Projects



Six weeks Training in BSNL in main switching Centre |July-August|

Industrial Training in Doordarshan Kendra Jammu for Six Months

Comparative study on Addidas and Nike buying behavior of consumers in the Chandigarh Tri city region

Financial Management project on inventory and distribution system of Bonn Bread in north India

Skills



Professional

Sales Expertise



Opportunity Scouting



Strategy Development



Negotiation Skills



Personal

Efficiency



Communication



Innovation



Team Leadership



Certifications

Six months Diploma in computer applications |September 2016|

Ten days Training from 21 January to 30 January 2015 by Big Bazar in sales and distribution Management.

Extra-curricular Achievements



Won Gold Medal in Youth Festival PTU Competition in Skit, Mime.

Won Best Actor in Youth festival For Consecutive two Years in a row for one act play

Participated in football championships under Sainik colony football club

Participation in research surveys for the consumer products industries

Key Attributes

Problem solving ability

Target oriented

Innovative

Self-motivated and directed.

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge and I have got the credentials to prove them all

DATE:

PLACE:

(ADITYA RAMPAL)

References

Available on Request

