

## OBJECTIVE

Diplomatic individual with excellent leadership and decision-making skills, looking to work in a management capacity to maintain quality services of the company by enforcing the implementation of standards, Moreover a management position in a challenging but rewarding organization to deliver exceptional managerial duties which will uplift the company.

## SKILLS

- Ability to solve problems independently.
- Location-Based Business Understanding.
- Project management methodologies.
- Ability to train, coach and mentor.
- Comprehensive knowledge of accounting standards, including GAAP and revenue recognition.
- Ambitious and driven, willing to adapt to business needs and requirements.
- Experience interviewing clients.
- Great communication skills.
- Highly motivated and ready for a challenge
- Experience using Business Information databases to analyse the performance of the business
- Willing to travel to meet clients.
- Willingness to listen and learn with a 'can do' attitude.
- Professional Capacity of Initiate New Business Verticals

## PROFESSIONAL EXPERIENCE

❖ Vice President/Head of Business Development July 2021 - Pre  
Unified Web Options & Services Pvt. Ltd. (SaaS, E-Commerce, Advertisement, IT )

- Leading the Team of Head of Verticals in IT Business Vertical, E-commerce, Advertisement along
- Developing in-depth knowledge of company offerings to identify profitable business opportunities.
- Researching emerging trends and recommending new company offerings to satisfy customers' needs.
- Developing and managing strategic partnerships to grow business.
- Take a lead role in the development of proposals and presentations for new partnerships.
- Creating, Implementing & Executing the Business Strategies to the end to end Companies Verticals
- Plan, develop and oversee the overall business development strategy  
Plan for company's financial success & Determine key business development KPIs
- Contribute to the reputation of the organization by entering and achieving professional awards.
- Responsible for end to end P&L management along with Responsibility for goal setting for all the Business Verticals, and reviewing weekly & monthly partnership pipelines
- Engage with & maintain excellent relations with Top management and Core Team of the Company
- Participation in company's Business, promotion and market strategies.- Aligning and Company's Decisions.
- Business, Market Research, Analysis and strategy execution.- Coordination with Heads of Verticals.
- Closely aligning with PR and Strategy team.- Team building, team training and management tasks.- Develop an overall branding position for the organization.
- Heading the End to End Human Resource Department as well as Head of Office

## ❖ Business Development Manager

F5 – Refreshment (Kaivalya Foods & Beverages India Pvt. Ltd.)

Dec 20 – July 2021

- Developing and implementing out-of-the-box growth strategies
- Screens potential business deals by analyzing market strategies, deal requirements, and financials.
- Oversees the activities of other workers and Hires, trains, and evaluates new employees.
- Ensures that a branch and its department is on track to meet its financial goals.
- Accomplishes organization goals by accepting ownership for accomplishing new and different requests and exploring opportunities to add value to job accomplishments
- Managing and retaining relationships with existing clients and increasing client base.
- Reporting on successes and areas needing improvements
- Identifying and mapping business strengths and customer needs.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Explores opportunities to add value to job accomplishments.
- Protects organization's value by keeping information confidential.
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business.
- work strategically - carrying out necessary planning in order to implement operational change
- train members of your team, arranging external training where appropriate
- Liaise with the finance team, warehousing and logistics departments as appropriate.

## ❖ Senior Manager

March – Dec 2020

Investosure – Hns Pro Solution Pvt. Ltd, Noida

- Assisting in preparation of the monthly Management Accounts and providing relevant analysis.
- Providing guidance to direct reports, typically comprising first-line managers and supervisors.
- Planning the organizational activities by establishing tasks, objectives, and priorities.
- Controlling budgets, liaising with partners and investors, as well as collaborating with the Sales, Marketing, and Accounting departments to discuss strategies and ensure the financial and overall success of the organization's projects.
- Manage the day-to-day project activities and resources and chairs the project management team meetings.
- Providing support for forecasting, budgeting and business planning processes.
- Provide status reporting regarding project milestones, deliverable, dependencies, risks and issues, communicating across leadership.
- Provides encouragement to team members, including communicating team goals and identifying areas for new training or skill checks.
- Communicates deadlines and sales goals to team members and providing sales strategies, feedback and marketing plans.
- Recommend hiring additional staff and make required resources available to accomplishing target objectives and goals.
- Maintaining the financial health of the organization, advising on investment activities and recommending further course of action.
- Managing Internship Projects and developing project strategies with creating a project management calendar for fulfilling each goal and objective.
- Providing in hand sales training for new joiners and helping sales managers during product pitching.

Jan – March  
2020

❖ **Corporate Sales Manager**  
**Investosure – Hns Pro Solution Pvt. Ltd, Noida**

- Researching and identifying sales opportunities, generating leads, and targeting potential clients.
- Keeping up-to-date on current market changes and trends to be able to come up with new and original sales strategies.
- Meeting with other company Managers to ensure that business objectives are being properly executed and are on schedule.
- Overseeing and coordinating all activities and operations of the sales department.
- Achieve growth and hit sales targets by successfully managing the sales team.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Cross-sell products like Life Insurance, Health Insurance and General Insurance Etc.
- End to End Client Relationship Management - advising as per risk profile of the client.
- Designing contests & arranging campaign s for lead generation of prospective clients & advisors and Reporting to the Branch Manager.

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**Q U A L I F I C A T I O N S**

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❖ **Master of Business Administrations - Finance & International Business** **2018 - 2020**  
**Abdul Kalam Technical University - Lucknow**

Relevant Coursework: Leading and Managing, Financial Accounting, Foundations of Teamwork and Leadership, Microeconomics, Managerial Economics, Operations, Information, and Decisions, Corporate Finance.

❖ **BA General Education ( Economics)** **2015 - 2018**  
**Bhoj University - Bhopal**

Relevant Coursework: business strategy, strategic economics, marketing analysis and development, microeconomic foundation, management communication, legal studies & business ethics.

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**A W A R D S**

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- ❖ An Excellence in honor of exceptional accomplishments.
- ❖ An Appreciation for outstanding Performance.
- ❖ Recognition for constant support to the organization during Covid-19
- ❖ Employee of the months (March & May 2020)
- ❖ Establishment of the E-commerce Business Vertical & Advertisement

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## LANGUAGES

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- ❖ Hindi - Bilingual
- ❖ English - Professional Proficiency

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## INTERESTS & HOBBIES

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- ❖ Following business and financial news
  - ❖ Completing DIY projects
  - ❖ Learning a new skill
  - ❖ Meditation & Yoga
  - ❖ Volunteering
  - ❖ Photography
  - ❖ Traveling
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