

RESUME

DEEPANSH SACHDEVA

FLAT NO. 105, JAI LAKSHMI APPT
PATPARGANJ, I.P.EXT
DELHI-92

Contact No.: 9990809049

E-mail: deepanshsachdeva1991@gmail.com

PROFILE SYNOPSIS

More than **4+ years** in Business Development B2B (Sales and marketing) with a demonstrated history of working in the Exhibition Industry. Skilled in client acquisition and client servicing, strategic communication, relationship management, adobe premiere, adobe photoshop and written communication. A keen and fast learner with demonstrated abilities to work in a team and lead it effortlessly to achieve organization goals.

PROFESSIONAL EXPERIENCE

EMINENCE SOLUTIONS PVT LTD, Business Development Executive (July'16 – March'20)

- Exploring and establishing new markets.
- Contact potential clients through cold calls and emails.
- Planning and developing new accounts and ensuring constant business from existing accounts.
- Talked to **40+** customers on a daily basis.
- Maintaining continuous client relationships through client follow-up and responding to their queries.
- Targeting exhibitions in **USA, Germany, Dubai** and **India** like **NSC, A+A, Paperworld, CPhI** respectively and many more.
- Handling projects from designing to fabrication.
- Being consultative and collaborative with client whether developing new business or servicing existing accounts.
- Identification and conversion of **4+ exhibitors** per exhibition from different industries like **Brakes India Pvt. Ltd., Rama Overseas Ltd., Tarway Exports Pvt. Ltd, Ghosh exports Pvt. Ltd, RBM Industries** generating over **15 lacs** average of business per quarter.
- Creating proposals and contract for the client.

EXPERIENCE FAB PVT LTD, Sales Trainee (May'16 – July'16)

- Identifying new sales leads.
- Handled project - a book launch "**It doesn't hurt to be nice**" by Amisha Sethi in Jaipur colleges.

- Meeting college personnel's/HOD regarding the book launch in Jaipur.

EDUCATION

- PG(Diploma) in Television Production from Bharatiya Vidya Bhavan (2013 - 2014).
- Graduation in Bachelor's in Journalism and Mass Communication from Tecnia Institute of Advanced Studies, GGSIPU (2010 - 2013).
- 12th Passed from Ryan International School, Delhi (C.B.SE) in 2010.
- 10th Passed from Ryan International School, Delhi (C.B.S.E) in 2008.

CERTIFICATION

- Google certified in Fundamentals of Digital Marketing. (Feb' 21)

INTERNSHIPS

- Intern at **Trent communications Pvt. Ltd.** as a Video Editor. (Sept'14 – Feb'15)
- Intern at **ABP News** on Editorial desk and News Packaging. (June '14 – July'14)
- Intern in Camera and News Packaging in **Doordarshan News**. (July'13)
- Intern at **M.H. One News** on Output desk. (June'12 – July '12)

Hard skills

- Microsoft Office Suite
- Adobe photoshop
- Adobe premiere
- Cold calling
- Pitch creation and delivery

Soft skills

- Communicating: Good command over English
- Team work skills
- Leadership skills
- Have a pleasing attitude towards colleagues
- Honesty and Integrity
- Research and analytical skills

PERSONAL DETAILS

Date of Birth: 19th November, 1991

Father's Name: Mr. R.K Sachdeva

Marital Status: Single

Sex: Male

Religion: Hindu

Languages Known: English, Hindi