

# Samta Nirankari

Marketing /Business Development

Highly motivated and positive individual with Great organizational and communication skills. Strong business acumen, attention to detail and Interpersonal skills. Self-confident and ability to Perform under pressure and deliver under tight Deadlines.

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## WORK EXPERIENCE

### Business Development Associate

#### Brands Impact

10/2019 – Till

Vasant Kunj, Delhi

Branding solutions, events and celebrity management. Bring together vast experience from the domains of brand management, advertising, public relations, event management, media planning, social media management. Followed procedures, documentation, instructions and Audit & Business Controls guidelines from both client and company. Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.

### Business Developer

#### B2B Adda

8/2018 – 09/2019

Gurugram

Approaching new clients, manage and schedule meetings with the brand head/Manager. Discover, negotiate and secured new relationships with organizations. Conduct daily basis follow ups with all the clients. Met and exceeded sales and growth goals by maintaining relationships with both customers and vendors.

### Operation - Executive

#### Tatolo store's Pvt Ltd

01/2018 – 7/2018

Communication with upper management to develop strategic operation goal, developing strategic long- range plans to achieve strategic objectives, creating and managing the organization fiscal operation and capital budget and expenses.

### Lab assistance/ lecturer

#### Invertis University

08/2014 – 12/2017

Bareilly

The lab in charge of civil Eng. Department, take all practical's of student, also the lecturer of diploma student.

## EDUCATION

### Bachelor in technology (CE)

AKTU,

Courses

- Diploma in Civil Eng. (GPL) 2013.
- ITI (Draftsman Civil) from Govt. ITI Bareilly 2009.
- 10th-Rikhi Singh School, Bareilly. (2007)

## SKILLS

Continuous professional improvement

Business Development

Lead Generation

Customer service

Client communication

Marketing

Advertising

Brand development

Business operations

MS office

Team management

Negotiation

Events

Sales

Event management

Event handling

Digital marketing

MS Excel

Branding

English

Professional Working Proficiency

## INTERESTS

Travelling

Exploring new things

Blogging

Music

Drafting

Sports

