

# HIMANSHI GAUR

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## SUMMARY

Accomplished Business Development Manager with over 2 years of experience, adept at driving growth through strategic client acquisition and retention. Skilled in client servicing and operations, ensuring seamless project execution and fostering strong client relationships. Proven ability to identify new business opportunities and deliver results in a fast-paced environment. Recently awarded a Canada Work Visa and seeking business development opportunities in Canada.

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## WORK EXPERIENCE

### Senior Executive – Business Development, Tata 1mg, Gurugram, India      Oct. 2024 - Present

- Generate and manage business leads for hospitals and corporate clients, with a conversion rate of 70%.
- Develop and implement business development strategies to drive growth and expand partnerships.
- Establish and maintain strong relationships with key stakeholders to ensure long-term business success.
- Track and analyze market trends to identify new business opportunities.

### Business Development Manager, Virtuous Vision Pvt. Ltd.      Aug 2022- Oct 2024

- **Business Development:** Expertise in identifying growth opportunities, Conceptualization, strategy and end-to-end execution of corporate PR events, promotions, launches and exhibitions pan-India.
- **Client Servicing:** Strong communication skills with a focus on client satisfaction, relationship management, and delivering tailored solutions.
- **Operations Management:** Efficiently managing end-to-end project execution, resource allocation, and workflow optimization during the projects

### Achievements

- Revenue generated for 2022-23 = INR 24,80,000
  - Revenue generated for 2023-24= INR 90,00,000
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## EDUCATION

### Master of Science in Physics      Aug. 2020-Jul. 2022

- Gurugram University, Gurugram, Haryana

### Bachelor of Science      Aug. 2017- Jul. 2020

- Pt. Nekiram Sharma College, MDU, Rohtak, Haryana
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## ADDITIONAL INFORMATION

- Successfully executed multiple BTL campaigns that increased client brand visibility and engagement.
- Consistently met and exceeded sales targets, contributing to significant revenue growth.
- Proficient in market analysis, competitor research, and identifying trends to drive business strategies.
- Strong team collaboration skills, working closely with cross-functional teams to deliver successful marketing initiatives.
- Regularly liaise with clients to understand their needs, providing personalized solutions that enhance brand presence.
- Experienced in managing budgets, ensuring cost-effective solutions without compromising quality.