**Abhinav Tyagi  
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**OBJECTIVE**

* To contribute towards the achievement of practice & organizational objectives.
* To add value on all client engagement.
* To adopt a methodical approach for work assigned.

**ACADEMIC QUALIFICATIONS**

**July 2012:** Bachelor in Computer science(B.Tech) from the GLBITM, greater noida

**PROFESSIONAL QUALIFICATIONS**

**April 2016:** Post-Graduation Diploma in Management from IMM, New delhi

**PROFESSIONAL EXPERIENCE**

Company: One97 communications Limited

Duration: December 2016 till August 2019

Designation: Business development executive

**Brief summary**:

⇔ Business development, client relations, servicing and handled client acquisition in PAN india.

⇔ Acquired various new clients in PAN india and increased business from various clients.

⇔ worked on growth part of the business. Also did client onboarding at daily basis.

⇔ Pitching and closing high end clients. Acting as a key interface between client and relevant divisions.

⇔ Worked with internal teams to solve client queries and objections.

⇔ Responsible for acquiring new clients and managing relationships with existing clients. Thus managed to do good business with the client in PAN india.

⇔ Selling of payment services to big dealers and increased business from them .

⇔ Selling Paytm QR codes, payment gateways to all the big clients of various industries.

⇔ Responsible for sales from different clients on daily basis.

⇔ As a part of KRA’s, also handled the client service and sales.

**Summer Training**

**Delhi Duty Free Services Private Limited**

**June 2015 – oct 2015**

* An excellent exposure to business structure.
* An understanding of global business environment and strategizing accordingly.
* Marketing survey of tourist at duty free stores, IGI airport.
* Branding and promotion of products at duty free stores.
* Handling all the retail outlets issues.

**ACHIEVEMENTS**

* Spot Award for completing the task before time.
* Won 1st prize in quiz competition organized by the College on social awareness.
* Participated in various Inter-School Computer Quiz Competitions and Cricket tournaments held at School level.
* Nominated as president for Rotary blood donation camp held in Business School 2015.

**OTHER SKILLS**

* SPORTS: Badminton and Volleyball (Represented School at various interschool matches)
* COMPUTER SKILL: Proficient in MS Office, and other IT skills.

**PERSONAL DOSSIER**

**Date of birth :** 4th february, 1991

**Nationality :** Indian

**Passport status :** Available

**Languages known :** English and Hindi