



# HARSHIT JAIN

## MANAGER MANAGER

I am a workaholic who has worked in over eight industries and has had exposure to over 200 clients from various industries. I have a steady source of motivation and am ready to take on any challenges that come up. I have managed large teams of up to 50+ members and departments ranging from sales, operations, marketing, HR, product development, and business development.

## KEY SKILLS

Leadership  
Design Thinking  
Research  
Attention to Detail  
Team Work  
Creativity in Business  
Problem Solving  
People Management  
Adaptability  
Risk Management

## CONTACT



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Bhiwandi, Dist - Thane

## WORK EXPERIENCE

**Business Development Manager**  
Paarami Digital Consulting (Mulund)  
Mar 2023 - Apr 2023

Responsibilities Managed:

- Market Research
- Improve Customer Experience
- Digital & Outdoor Marketing Strategies
- B2B Partnerships
- New Business Acquisition
- Sales Team Management

**Marketing Consultant**  
Freelancing (Multiple Projects)  
Oct 2022 - Mar 2023

Responsibilities Managed:

- Marketing & Advertising Strategies

**Business Strategy Consultant**  
Finplan International Education (Thane)  
July 2019 - Sept 2022

Responsibilities Managed:

- Operations & Sales Process Designing
- Product Development
- Improve Customer Experience
- Digital & Outdoor Marketing Strategies
- B2B Partnerships
- Business Development Strategies
- Performance Marketing
- Social Media

**Assistant Marketing Manager**  
Renaissance Industrial Smart City (Andheri)  
Dec 2017 - Jun 2019

Responsibilities Managed:

- Marketing Strategies (Digital & Print)
- B2B Partnerships
- Pre-Sales Team Management
- Customer Experience Development
- B2B Partnerships & Events
- Channel Partner Sales Strategies
- Performance Marketing
- Social Media

**Social Media Executive**  
ThoughtPixels (Div. of ThoughtRains)(Vashi)  
Dec 2015 - Oct 2017

Responsibilities Managed:

- Social Media Management
- Client Servicing
- Social Media Strategies
- Performance Marketing
- Client Pitch & Presentation
- Market Research & Media Buying Strategies

## Internships:

Shankeshwar Clothing Co. (Elphinstone Rd) - 1.5 Years  
Natural Produce Co. (Sion) - 9 Months  
Sky Group International (Bhiwandi) - 1 Year

## EDUCATION

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Bachelors of Commerce (CS)  
ITMS | 2012-2015

HSC  
R. D. Nationals (Bandra) | 2010-2012

SSC  
Holy Mary Convent High School | 2000 - 2010

## SKILLS:

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Social Media Marketing  
Social Media Management  
SEO (Basics)  
Life Coaching  
Content Writing  
Copy Writing  
User Flow Design  
Website Design & Development  
(Skills)  
Design Thinking

## TOOLS

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Adobe Illustrator  
Adobe Photoshop  
Adobe Premiere  
Adobe XD  
Canva  
Google Ads  
Facebook Ads  
Linkedin Ads  
Twitter Ads  
Figma (Basics)  
MS - Office

## LANGUAGES

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English  
Hindi  
Marathi  
Gujarati  
Marwadi

## HOBBIES

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Computer Gaming  
Indoor Sports  
Business Books Reading  
Research  
Music Production  
Drawing