

# VIVEK RAJ

G-294, G block sector 22 🏠  
Noida- 201301

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91-9311465666 📞

## WORK EXPERIENCE

09/2020-Present. "Mekvahan.com"  
Business Head  
*Responsible for overseeing the go-to market strategy, improving key metrics, auditing, acquiring new customers, planning & salesforce configuration, salesforce development, supply chain and execution of an organization's marketing and advertising initiatives. Believes in improving rather than proving things and implement them in a very quick time for the better productivity of the organization. In last two quarters I have achieved 15000+ customer traction along with 25Lac+ GMV through my planning and execution*

01/2020 - 08/2020 "Squareyards Pvt Ltd."  
Business Development Manager  
*Responsible for B2B tie-ups under the BD Team. Along with that responsible to maintain relationship with existing customer and new customers and complete the target as per as company demand.*

07/2018-12/2019 "MekPark.com"  
Product Architect  
*Lead and develop projects from early concept through design development. Prepare drawings, specifications, and documents. Notice customer behaviour to determine their requirements. Work with teams across business lines, in remote locations, and coordinate with subcontractors. Resolve complex design issues with innovative and practical solutions and IT solutions. Modify existing plans and elevations to fit customer and sales needs*

04/2017 - 07/2018 "Squareyards Pvt Ltd."  
Business Development Executive  
*Responsible for B2B tie-ups under the BD Team. Along with that responsible to maintain relationship with existing customer and new customers and complete the target as per as company demand.*

06/2016 - 12/2016 "TATA MOTORS. Ltd."  
Project Trainee  
*The project responsibilities is to apply JH method on the allotted workshop and prepare a check sheet regarding this work, so that we reduce the breakdown and increase a productivity.*

## EDUCATION

2013 - 2017 "RTU "  
(B.Tech)Hons.,Mechanical Engg.

Arya College Of Engg & I.t

2011 - 2013 "CBSE"  
Intermediate(Science)  
St. Micheal's High School

## SKILLS AND EXPERTISE

Entrepreneurship ██████████  
Market Analysis and Design, ██████████  
Business Development, ██████████  
Product development, ██████████  
Leadership, ██████████  
Time Management ██████████  
SMM, ██████████  
SEM, ██████████  
Scrum ██████████  
CSS, ██████████  
Analyst ██████████  
Microsoft office™ ██████████

## ACHIEVEMENT & CERTIFICATE

- Pratibha samman , awarded by "Hindustan Media" Pratibha
- samman ,awarded by "Prabhat khabar"
- Pratibha samman awarded by "Edicus and Optimus"
- Awarded "GYANOTSAV 2075"
- Win many state and university level debate and quiz competitions.
- Winner of "Manthan" organised by PB & LS of AIACTR.
- Win awards at state level on National AIDS day and many social causes.
- Attended various UGC sponsored national seminars and win prize.
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## LANGUAGES

English || Hindi || Sanskrit

## INTERESTS

Physics || Sustainability|| Reading