

HARSH RAWAT

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 Hapur, Uttar Pradesh

CAREER OBJECTIVE

Business Development with hands-on expertise of sales, business development, marketing and analytical skills to raise the revenue, manage sales pipeline, client handling, lead generation etc. With 5 years of combined experience as a quality engineer, account manager, business development executive. Eager to apply my ability to multitask and work well under pressure to the desired position at your organization.

WORK EXPERIENCE

BUSINESS DEVELOPMENT EXECUTIVE IN WEBMOBRIL TECHNOLOGIES (05/2021 – On going)

- Identify and develop opportunities with new as well as existing client base.
- Scheduling meetings with C level clients and demonstrating company services and gathering client requirements.
- Analyzing client requirements & drafting business proposals accordingly.
- Fulfilling all aspects of successful sales cycles (RFP's, quotes, proposal & closing)
- Achieving monthly & yearly sales target.
- Maintaining sales report and weekly schedule of planned activities.

BUSINESS DEVELOPMENT EXECUTIVE IN WEBPULSE SOLUTION PRIVATE LIMITED (09/2019 – 04/2021)

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Developed and submitted business quotation, take follow ups and managed capture efforts.
- Maintain and update customer databases using a customer relationship management (CRM) system.

ACCOUNT MANAGER IN INDIAMART INTERMESH LTD (09/2018 – 09/2019)

- Independently manage 120 accounts of SMEs & MSMEs accounts on INDIAMART Online Platform.
- Generate sales opportunities among clients' accounts to achieve monthly target.
- Help clients strategically getting the most from the service they've purchased, advising on long-term growth strategies.
- Built and strengthened long-lasting client relationships based on accurate price quotes and customer-centric terms.

QUALITY ENGINEER IN ROOP POLYMERS LTD (08/2016 – 07/2018)

- Control quality rejection in the production of more than 300 polymer parts for customers like HONDA, Maruti, TATA, etc.
- Handle a team of 10, and conduct meetings with cross functional team for improvement.
- Resolve high-risk quality issues along with quality team which can hamper the production line of the company.
- Co-ordinate with a customer through calls, meetings & emails for their feedback and to improve the process.

SKILLS

- Cold Calling
- B2B Sales
- B2C Sales
- Customer Service
- Negotiation
- Client Handling
- Communication Skills

EDUCATION

1. B. TECH (ME), Greater Noida Institute of Technology (2012- 2016), GREATER Noida, U.P.
2. Class XII (ISC), S.D.A. Sr. Secondary School (2011-12), Hapur, U.P.
3. Class X (ICSE), S.D.A. Sr. Secondary School (2009-10) Hapur, U.P.

CERTIFICATIONS

1. Fundamentals of Digital Marketing (2020)

TECHNICAL SKILLS

- **Operating System:** Window XP/7/8/10
- **Keyword Tools:** Google Keyword Suggestion, Google Trend
- **MS Office:** Microsoft Word, Microsoft Excel, Microsoft PowerPoint

PERSONAL SNIPPET

- **Notice Period:** Immediate Joining
- **Open to Relocation:** Yes
- **Communication Address:** B-536, Awas Vikas Colony, Meerut Road, Hapur.
- **Date of Birth:** 22/03/1995
- **Language:** English & Hindi.