

## • Contact

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# ASHUTOSH BHARDWAJ

Head | Business Development & Strategic Partnerships

Results-oriented business development management professional focused on exceeding revenue objectives and driving business growth. Excellent networking and lead development skills. Energetic, driven to motivate, develop and excite employees as the heart of any business enterprise. Natural leader and complex problem solver.

## • Skills

Persuasive Skills & Aggressive Work Attitude  
  
Excellent

Quick Learner, Adaptive, Logical and Decisive Mind-Frame  
  
Excellent

Revenue Generation & Market Understanding  
  
Excellent

Verbal and written communication  
  
Very Good

Operations & Territory Management  
  
Very Good

## • Work History

2018 Oct

-

2020 Nov

### Head of Business Development

Integrated Health Ventures LLP, Chennai, Tamil Nadu

- Work Closely with Senior Management to Expand Business globally.
- Prepare Scaling Marketing Strategies to beat the Competitive Market and Emerge as Industry Leaders.
- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Fostered and facilitated relationships with product distribution channels to increase product sales.
- Developed comparison tables of products and services by researching product pricing, ratings and performance.
- Investigated and addressed business development challenges to proactively mitigate problems.
- Participated in industry organization and trade shows to gather competitive and industry intelligence

Forecasting Ability & Relationship building



Very Good

Business development and planning



Excellent

2017Sep -  
2018Oct

Quality control



Excellent

Networking strength



Excellent

Sales expertise



Very Good

Goal-setting



Excellent

Staff Management



Excellent

Systems and software programs



Very Good

Order management



Very Good

- Created vision and provided leadership for targeting larger prospects.
- Led cross-functional teams to create impactful messaging, demand-generation programs and sales tools.

### **Business Development Manager**

Health Scion Technologies Pvt. Ltd., Noida, Sector 4, Uttar Pradesh

- Design & implement scalable business models and processes.
- Maximize the monetization of the prospects by ensuring strict adherence to processes, Competitive product pricing, customer engagement and cross-selling.
- Managed multi-cultured team with the clear road map of maximizing the revenues.
- Had setup team of Inside Sales Coordinator to increase the productivity and efficiency of the team members on the ground.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.
- Completed and submitted daily and weekly CRM reports to support executive decision making.
- Negotiated, prepared and signed contracts with clients.
- Leveraged competitive sales strategy to produce consistent monthly income of \$[300,000].
- Devised effective marketing, sales and other promotional initiatives.
- Applied strategic negotiation and sales closing skills to bringing 450 new accounts over a year

Jan 2016-  
Sep 2017

**Assistant Manager of Business Development**

Health Scion Technologies Pvt. Ltd., Noida, Sector 4,  
Uttar Pradesh

- Research and Exploring Markets Potential for Companies Products and Services.
- Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Researched and identified opportunities for account growth, account penetration and market expansion.

2021 May -  
2021 Dec

**Business Development Executive**

Helm Analytics, California, Night Shift (Remote)

- Approaching Premium B2B Clients for business development
- Handling Outbound and Inbound Business Development Team for increased revenue.
- Networked among federal government business and & state govt. community organizations to develop leads and generate business.
- Prepare Scaling Marketing Strategies to beat the Competitive Market and Emerge as Industry Leaders.

- **Education**

2022-01 -  
2023-12  
**Masters of Business  
Administration: Marketing  
Management**  
D.Y Patil University – Pune, Maharashtra

2012-07 -  
2016-06  
**B-Tech: Computer Science  
Engineering**  
NIIT University - Neemrana, Rajasthan  
• Graduated with 6.4GPA

1997-04 -  
2012-05  
**Intermediate: Science**  
Oxford Sr. Sec. School - Vikas Puri, New Delhi

- **Additional Information**

- **Permanent Address:** K-4/55 Mohan Garden, Uttam Nagar, New Delhi, 110059
- **Date of Birth:** 11th July 1994
- **Language Known:** English & Hindi
- **License & Passport:** Available
- **Marital Status:** Single
- **Interest & Hobbies:** reading newspaper & Currentaffairs, keen Interest in politics & cricket