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Lal Bahadur Nagar (West), SL Marg, Jaipur-302018**Professional Experience**

<b>Organization</b>	<b>Expand My Business</b>	<b>Duration</b>	<b>Present - November 2022</b>
<b>Designation</b>	<b>Senior Business Development Associate</b>		
<b>Roles &amp; Responsibility</b>	<ul style="list-style-type: none"><li>• Promoting the company's IT services &amp; generating revenue via inbound and outbound channels, End-to-end lead generation &amp; conversion, E-mail &amp; social media marketing.</li><li>• Supporting existing projects of onboarded clients, planning new onboarding &amp; projects of new clients.</li><li>• Evaluating &amp; onboarding new vendors to service the clients' needs.</li><li>• Key Account Management, Client Onboarding, and Customer Success for Existing and newly onboarded clients.</li><li>• Planning and working on marketing campaigns that promote the company, its services, generation of new leads, market positioning, etc.</li><li>• Managing a team of sales &amp; customer success executives.</li></ul>		

<b>Organization</b>	<b>Bharti Airtel Limited (V5 Global Services Pvt Ltd.)</b>	<b>Duration</b>	<b>March 2021 - July 2022</b>
<b>Designation</b>	<b>Key Account Manager</b>		
<b>Roles &amp; Responsibility</b>	<ul style="list-style-type: none"><li>• Managing all lines of B2B business through upselling &amp; cross-selling of telecommunications, IT &amp; IOT-based products &amp; services with existing clients &amp; lead generation in new markets.</li><li>• Building/ managing strong &amp; lasting client relationships with more than 50 MSMEs/Large/Government/National Enterprises and other emerging businesses.</li><li>• Monitoring competition's products and services &amp; planning sales interventions in coordination with the sales team.</li><li>• Managed both Inbound and Outbound Sales channels. End-to-end lead generation and conversion in mid-market &amp; Enterprise sales.</li><li>• Worked on many marketing campaigns to generate sales leads &amp; work on product positing in Mid-market &amp; SMBs.</li><li>• Onboarding enterprise accounts for the company.</li><li>• Handled a team of 6 Junior account managers.</li></ul>		

<b>Organization</b>	<b>Eurasia Research Pvt Ltd.</b>	<b>Duration</b>	<b>August 2019 to September 2020</b>
<b>Designation</b>	<b>International Business Development Manager</b>		
<b>Roles &amp; Responsibility</b>	<ul style="list-style-type: none"><li>• Business development of SaaS-based products and services globally. Lead generation and conversion in the US, Canada, UK, Spain, Turkey, Middle East &amp; South East Asia.</li><li>• Developing business relations with key universities &amp; schools around the world.</li><li>• Key Account Management of existing clients &amp; onboarding new clients.</li><li>• Conducted Digital Marketing &amp; Business analytics to drive the company's business.</li><li>• Handled a team of 4 marketing and operations associates.</li></ul>		

<b>Organization</b>	<b>Ashkem India Limited</b>	<b>Duration</b>	<b>July 2018 to July 2019</b>
<b>Designation</b>	<b>Business Development Executive</b>		
<b>Roles &amp; Responsibility</b>	<ul style="list-style-type: none"> <li>• Exploring new markets for the sales and marketing activities of products and services provided by the company and conducting lead generation and conversion in the current market.</li> <li>• End-to-end lead generation &amp; conversion through cold calling, digital &amp; offline marketing.</li> <li>• Boosting sales through E-mail marketing, CRM, and social media platforms.</li> <li>• Key account management, supply chain management, client onboarding &amp; customer success.</li> </ul>		

## Skills

- Business Development (North America, Europe, Middle East, India, South East Asia)
- Key Account Management
- Customer Success
- Enterprise sales, Inside sales, Outbound sales, Lead Generation
- Client Onboarding, Vendor Onboarding
- Team Management, Market Research
- E-mail Marketing, Social Media Marketing
- Marketing Campaigns (Digital & offline)
- Business Analytics
- MS Office, Tableau, PowerBi

## Positions of Responsibility | Achievements | Co-Curricular Activities

- Volunteered with Educate Girls, a Non-Profit Organization that works towards girls' education in India's rural and educationally backward areas by mobilizing communities
- Volunteer Experience in AIESEC –Global Citizenship (the world's largest youth-run organization)
- Stood 1st in TECH EXPO (Project Modelling) event of IIT Jodhpur (Smart Home - Automation of devices and appliances using a micro-controller)
- Stood 2nd in the zonal round of the ROBOTRYST event of IIT Delhi (Smart Home - Automation of devices and appliances using a micro-controller)
- Stood 3rd in the GREEN PROJECT event of IIT Jodhpur (Portable 5-volt battery charger using the rotational mechanical power of a cycle)
- Stood 3rd in the INNOVISION event of IIT Roorkee (Smart Home - Automation of devices and appliances using a micro-controller)
- Winner in Area Level Humorous Speech Contest - Toastmasters International

## Academic Background

Degree	Institute	Board	Year	Results
B.Tech (ME)	Anand International College of Engineering, Jaipur	Rajasthan Technical University	2018	64.20%
HSC	St Anselm's Pink City Sr. Sec. School, Jaipur	CBSE	2013	65.4%
SSC	St Anselm's Pink City Sr. Sec. School, Jaipur	CBSE	2011	7.2 CGPA
Certification	Business Analytics – Coursera, Digital Marketing – Udemy			

## DECLARATION

I do hereby declare that the above information is true to the best of my knowledge

**Place: Jaipur**  
**Maulik Nigam**