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AKASH NIGAM

OBJECTIVE

With more than 9 years of experience in international market handling various domains such as Information Technology, BPO, Software Development, Construction Engineering and Media Back Office Domain's, I uphold the expertise in managing key accounts of the company and hold them for a long term revenue generation process. As I have an understanding of various domains and I have that business acumen.

SKILLS

Account Management, Key Account Management, New Client Management, Business Development, Client Interactions, Sales & Marketing Strategies, Modern Marketing, Customer Experience Management and International Sales, Digital Marketing, Client development, etc.

EXPERIENCE

SR. KEY ACCOUNT MANAGER (INTERNATIONAL BUSINESS) • EVERONIC TECHNOLOGIES PVT. LTD. • DECEMBER 2016 – TILL DATE

Responsibilities: With the team of 4 members in Account Management I was also responsible to handle the Business Development activities. My responsibilities include Identifying and developing new clients and maintain good relationship with the existing clients, to keep a close watch on Marketing trends and providing competitor feedback to the clients. Ensuring high level customer satisfaction and generate Up selling/ Cross sell opportunities. I am also responsible to handle the end-to-end Business Development activities from catering new clients, sharing their requirement, proposal sharing, negotiating, and understanding the requirement and handling project delivery till the end.

Working closely with CEO, COO and other members of the Management to generate business and handle the revenue model of the organization. Also, working on various bidding portals like Upwork, guru, freelance, PPH, etc.

Managing proposals, Road shows and meeting with the Prospects and demonstrating the value proposition and Credibility's of the organization.



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KEY ACCOUNT MANAGER • EXPRESS KCS PVT. LTD. • JUNE 2015 – NOVEMBER 2016

Responsibilities: My role includes Interacting with the key clients and stakeholders of the company for holding discussions, understanding the client's requirements and advising them the best solution we can provide and making sure that we are delivering the same on time and maintain professional rapport and relationship in order to get more business. I have an experience working with several different industries like, IT, Consumer Electronics, Media, Marketing and Advertising, etc.

With extensive experience in Account Management. I am responsible to manage Meetings, attending seminars and events to develop a better and deep relationship with the clients in order to make sure that we get the recurring business for long term. While working closely with prospects and clients.

KEY ACCOUNT MANAGER • RSYSTEMS INTERNATIONAL LTD. • AUGUST 2012 – MAY 2015

Responsibilities: with the team of 2 members, I was responsible to handle the key accounts for the European Market while developing and managing clients current portfolio and making sure that we are delivering as per the client requirement. Generating and handling new as well as existing clients and generating recurring business for the firm. Responsible to ensure high level of customer satisfaction to generate more business for BPO & IT (Software & Staffing Sales) division of the company.

Attending the Seminars/ Events in order to maintain professional relationship with the existing clients & cater new projects/ prospects and following up with them with the help of my Team to get more Business.

I have also been making closures with the help of Senior Management in terms of getting the Project/ Contract. Travelling and Meeting with the New/ Existing Clients (if required) to get more and more business beneficial for the firm. Won couple of projects for the firm to increase the business.

Tradeshows / Events: Travelled to **The Netherlands, Germany, Sweden, United Kingdom** Regarding successful client meetings and Closures and to attend Client Events.

EDUCATION

MBA • SIKKIM MANIPAL UNIVERSITY (DISTANCE EDUCATION)

Completed MBA (Marketing) from Sikkim Manipal University Distance Education while keeping my work.

B.COM • 2007 • DELHI UNIVERSITY

Completed my Graduation in the year 2007 from Delhi University.

SCHOOLING • 2004 • CBSE BOARD

DOEACC COURSES • 2005 • DEPARTMENT OF ELECTRONICS (DELHI)

(Business systems, Web Design, Database Management, C language, C++, Hardware & Software Maintenance, Internet)



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ADDITIONAL QUALIFICATIONS

Passed 46TH Annual All India U.N. Information Test organized by Council for UN Information.

Participated in 6TH G.P.B. Scholarship Test organized by Jetking.
Working knowledge of Adobe Photoshop, MS Office, Windows Operating Systems (Hardware & Software), Troubleshooting, Modems, WAN & LAN.

LANGUAGES KNOWN

English, Hindi, Punjabi, Romanian, Speaking knowledge of Spanish, German, Portuguese & Italian.

PERSONAL DETAILS

Date of Birth:	February 14, 1986
Father's Name:	Mr. I.C. Nigam
Marital Status:	Unmarried