



# HARSH RAWAT

 [harshrawat0122@gmail.com](mailto:harshrawat0122@gmail.com)

 +91-8077705670

 [www.linkedin.com/in/harsh01](https://www.linkedin.com/in/harsh01)

 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 requirement.
- 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.