

VIBHOR TYAGI

Delhi – INDIA

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SUMMARY

Result oriented, self-driven, highly motivated, smart and hungry to learn new technologies, methodologies, strategies and processes.

WORK EXPERIENCE

- **Total Years of Work Experience:** 6.5 Years
- **Company:** Ozonetel Communications Pvt. Ltd.
- **Work Experience:** 1.2 Years (June 2022 – Present)
- **Job Profile:** Senior Lead Generation Executive (Marketing Department)

I am working as a Senior Lead Generation Executive in Marketing Department in the B2B organization which are targeting the markets of India.

Here, my main work is to generate leads, Sales qualified leads (BANT Qualified Leads), Data Mining and doing email marketing also.

We provide solutions & services under In House Cloud calling software solution, IVR, WhatsApp services for inbound and outbound, i.e., for both voice and non voice.

We also align the demonstration with the Sales team and always be connected till the closure of the lead by taking multiple follow-ups.

For doing this, we have many ways - (i) we do CD (contact discovery) on Linked In and try to make a connection with the targeted profiles (ii) we take help of various online tools and a few third-party websites like Apollo, Rocket Reach, Zoom Info, Lusha (iii) we get event data from the company end also.

- **Company:** XDBS (Xponential Data Business Services Pvt. Ltd.)
- **Work Experience:** 2.10 Years (August 2019 – June 2022)
- **Job Profile:** DGE (Demand Generation Executive)

I have worked as a Demand Generation Executive in Operations Department in the B2B organization.

Here, my main work was to generate leads, Account-Based Marketing, Marketing Qualified Leads, Sales qualified leads (BANT Qualified Leads) and doing email marketing also.

We provide solutions & services under B2B on CRM, ERP, Marketing Automation, IT Business Software & Services, Data Warehouse, Data Analytic, HR Management Suites.

For doing this, we have many ways - (i) we do CD (contact discovery) on Linked In and company websites (ii) we take help of various online tools and a few third-party websites (iii) we get data from the company end also.

We have regular interaction with prospects according to the campaigns and client requirements all over the world.

We maintain our data on the company portal, as well as; offline on excel. It helps us in growing the business of the client.

- **Company:** Cogent E-Services Pvt. Ltd.
- **Work Experience:** 6 month (Jan 2019 – June 2019)
- **Job Profile:** Lead Generation Executive

I have worked as a Lead Generation Executive in the B2C industry in the Cars24 process and have experience in performing tasks, which includes regular interaction with customers and generating leads. We maintain our data on the company's CRM software. It helps us in growing the business of the client.

- **Company:** V.K. Builders Ltd.
- **Work Experience:** 2.1 Years (June 2016 – June 2018)
- **Job Profile:** Bitumen Plant Manager

I have worked as a Plant Manager. I have experience in doing Plant management end-to-end. It includes B2B, and handling all the queries/issues of workers in a proper way. I have also done financial management that includes all types of payments of workers and materials. I used to do surpriseSite visits also as per management needs. I used to take care of the services provided over the plant and in-out of the material.

EDUCATIONAL DETAILS

- Masters of Business Administration (2022) from Swami Vivekanand Subharti University, Meerut.
- Bachelor in Computer Applications (2019) from Swami Vivekanand Subharti University, Meerut.
- 10+2 with Mathematics (2012) from CBSE board.
- High School (2008) from CBSE board.

TECHNICAL SKILLS

- **Operating Systems:** Windows XP, Vista, Windows 7, Windows 8, Windows 10
- **Tools & Technologies:** Microsoft Office

EXTRA CURRICULAR

- I have worked as an event organizer of my department during school life.
- I have worked as an Event Organizer during my college.

STRENGTHS

- Good oral, written & presentation skills.
- High tolerance of stress and enjoys responsibilities.
- Quick learner with a good grasping ability.
- Action-oriented and result-focused.
- Lean & work as a team in an organized way.
- Time management skills.

HOBBIES

- Travelling
- Swimming

PERSONAL DETAILS

- **Date of Birth:** 10th March 1993
- **Gender & Status:** Male & Married
- **Nationality:** INDIAN
- **Languages Known:** English, Hindi