




• 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 <ul style="list-style-type: none">• 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