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

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

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

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

Organization	Ashkem India Limited	Duration	July 2018 to July 2019
Designation	Business Development Executive		
Roles & Responsibility	<ul style="list-style-type: none"> • 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. • End-to-end lead generation & conversion through cold calling, digital & offline marketing. • Boosting sales through E-mail marketing, CRM, and social media platforms. • Key account management, supply chain management, client onboarding & customer success. 		

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