

# Mayank Raghuvanshi

## Business Development Associate

To secure employment with a reputable company, where I can utilize my skills and knowledge to maximum level to help and achieve company its goals and missions



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Dewas, India 📍

## WORK EXPERIENCE

### Business Development Associate LEBENSSTIL CLOTHING PVT LTD

05/2018 - 06/2021

Indore, India

#### Roles and Responsibilities

- Help company to boost growth and sales.
- Conducting market research and identifying potential clients.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Working closely with staff across departments to implement growth strategies.
- Developing and implementing sales strategies, client service and retention plans, and analyzing sales data to inform or update marketing strategies.
- Identify new business opportunities and partners.
- Manage sales, transition and delivery of company's products and services.
- Obtain contact information of potential customers through cold calling, internet research and emailing.

## EDUCATION

### Bachelor of Engineering Truba College of Engineering and Technology

2008 - 2012

Indore, Madhya Pradesh

#### Courses

- Mechanical engineering

### Higher Secondary Kendriya Vidyalaya

2008

#### Courses

- Science cum Mathematics

## SKILLS

Able- I am able to handle multiple tasks on a daily basis.

Creative- I use a creative approach to problem solve.

Dependable- I am a dependable person who is great at time management.

Energetic- I am always energetic and eager to learn new skills.

Experience- I have experience working as part of a team and individually.

Sense of humour- Even though I take my work seriously, I do have a good sense of humour.

Adaptive- I can adaptive to any working atmosphere.

Excel- Full working proficiency

## AWARDS

Google Certification

- Digital marketing

## ACHIEVEMENTS

Generating sales of more than 3 lacs per month for lebensstil clothing pvt ltd.

Generating business opportunities in new market places.

Increased sales revenue by 42%

Increasing the loyalty or satisfaction of existing customers

Launching new products, projects or initiatives

Saving money by negotiating a better deal from a supplier

Increasing the company press coverage or market recognition

## LANGUAGES

English

Professional Working Proficiency

Hindi

Native or Bilingual Proficiency

## INTERESTS

Reading Books

Listening Music

Cricket