

Anshul Bansal

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Dear Hiring Manager,

Thank you for the opportunity to apply for the esteemed role at your company. Post reviewing the job description, it's clear that you're looking for a candidate that is extremely familiar with the responsibilities associated with the role, and can perform them confidently. Given these requirements, I am certain that I have the necessary skills to successfully do the job adeptly and perform above expectations.

I am a detail oriented professional who has been consistently praised as efficient by my coworkers and management. Over the course of my 8+ year's career, I have been associated with industries like e-commerce, office automation, logistics etc. From heading PAN India team for client acquisition to strategic client management, client sourcing, and revenue generation from Enterprise account, B2B sales, B2C sales, retail sales etc. were major KRA's during the work career till date. I invite you to review my detailed achievements in the attached resume.

After reviewing my resume, I hope you will agree that I am the type of competent and competitive candidate you are looking for. I look forward to elaborating on how my specific skills and abilities will benefit your organization. Please contact me at 8446540655 or via email at anshul.mile@gmail.com to arrange for a convenient meeting time.

Thank you for your consideration, and I look forward to hearing from you soon.

Sincerely,

Anshul Bansal

ANSHUL BANSAL

Mobile No: +91 8446540655, Email ID: anshul.mile@gmail.com

Professional Skills:

- A professional with 8+ years of experience in business development, client retention and client management
- Highly proficient in Client Sourcing, Revenue Generation Business from SME and Large Accounts.
- Experienced in Generating Business from the Existing Accounts and Achieving Profitability and increased Sales growth, identifying Prospective Business, Establishing Strategic partnership and alliances.
- Experience in Analyzing Latest marketing Trends and Tracking Competitors Activities and Providing Valuable.
- Extensive knowledge of Fine tuning marketing Strategies.
- Efficient in Achieving Pre-set Targets by Implementing Competent business Strategies to Market.
- Hands-on Experienced in working on CRM software – ‘Salesforce’

PROFESSIONAL EXPERIENCE:

A&A Business Consulting, Senior Business Consultant | Indore, India | November 2019 to Present

Key Responsibilities:

- Generating leads of prospective SME clients.
- Getting appointments & carrying out sales meetings with SME's.
- Conducting detailed need analysis and identifying challenges at client side.
- Maintaining the Lead/Client data and other Sales data in ERP.
- Maintaining the various Sales MIS within defined timelines.
- Self Development - Completing targets and Goal settings.
- Cross Selling, Email, SMS, Future Need analysis, Making MIS Dash Board
- Working at Systems and Strategies
- Customer relationship management with the clients while meeting them on regular basis.

Workstore Limited, National Lead – Business Development | Mumbai, India | July 2018 to October 2019

Key Responsibilities:

- Leading a team of Business Development Managers for PAN INDIA
- Administering company's portfolios through several enterprise customers PAN India
- Functioning as a SPOC between Staples Global & Local Team in ensuring sign-up of office supplies contracts with global customers
- Provide support to sales Team to manage sales funnel at PAN India level
- Formulating monthly/ annual goals, budgeting & developing business plans for achievement of these goals
- Manage collections activity in the accounts assigned
- Manage a portfolio of customers and potential customers via personal sales visits, using face to face contact to provide a 'personal service'

DHL Express (I) Private Limited, Cluster Manager - Retail | Gurgaon, India | March 2016 to June 2018

Key Responsibilities:

- Manage the geographically assigned cluster and make strategies for catchment activity
- Responsible for retail facility management within the cluster, servicing and retaining customer and targeting new business opportunities
- Manage collections activity in the accounts assigned
- Analyze and monitor customer data to measure success and identify fluctuations/trends
- Control all documentation and data relating to customer visits, agreements and terms of reference to ensure that customer information is maintained accurately in the customer database

Staples Future Office Products Limited, Strategic Account Manager | Mumbai, India | Jan. 2014 to Mar. 2016

Key Responsibilities:

- Drive the strategic relationships with existing large, high potential and multi-national clients
- To build strong client relations and constantly look for more leads and references
- Strategic Planning - Identifying untapped areas and developing new initiatives and program
- Managing all sales activity and reporting through www.salesforce.com
- Drive integration of client's ERP with Staples ERP for better ordering process, wherever applicable
- Manage collections activity in the accounts assigned

Key Responsibilities:

- Managing multiple esteemed clients and ensuring closure of agreements and necessary documents: new clients
- Identify business opportunities and generate increased sales through existing clients
- Scope out the project with all the clients and internal teams
- Meet client for demos, presentation and implementation of the feedback
- Attending client's complaints and resolving them timely
- To ensure all financial transactions with the clients are handled - payments, billing, transactions etc.
- To have awareness of the products and latest developments that can be discussed with the clients
- Maintaining and updating the project plans for all clients respectively for meeting the expectations
- Ensuring that reconciliation of ledgers is done on all accounts regularly to avoid any accounting issues

EDUCATION

Duration	Post Graduation	City
2010-2012	PGPM + MMM (Masters in Marketing Management - University of Pune)	Pune
Duration	Graduation	City
2007-2010	BBA (Jiwaji University)	Gwalior