

Arpit Panwar

Senior Sales Development Representative

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PROFESSIONAL SUMMARY

Dynamic and results-driven sales professional with expertise in **driving sales growth**, **managing pipelines**, and fostering **strategic client relationships** across **IT**, **SaaS**, and **engineering services** sectors. Proven track record in **lead generation**, **RFQ generation**, and **deal closures**. Skilled in **delivering impactful client presentations** and **collaborating with technical and marketing teams** to provide **customized solutions** that align with client needs.

PROFESSIONAL EXPERIENCE

Sphinx Worldbiz

Senior Engagement Associate

July 2024 – Present

- Specialized in **engineering services**, nurturing a pipeline of leads from **OEMs** and **Tier 1/2 companies**.
 - **Generated RFQs** and successfully converted them into **high-value closures**.
 - Delivered **tailored presentations**, showcasing the company's **engineering capabilities** and addressing specific client needs.
 - Partnered with **internal teams** to ensure **seamless onboarding**, **timely follow-ups**, and consistent client support.
 - Implemented strategies to boost **client retention** and increase the adoption of **engineering and other services**.
 - Resolved client escalations promptly, securing **long-term partnerships** and maintaining trust.
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EbizON, Noida

Senior Sales Development Representative

July 2023 – Jan 2024

- Managed the **website development department**, focusing on technologies like **WordPress, Joomla, Drupal**, and **custom solutions**.
 - Specialized in serving clients in the **European** and **US regions**, driving **deal closures** and achieving project objectives.
 - Identified and engaged **potential IT clients**, increasing the volume of **qualified leads**.
 - Maintained an **optimized sales pipeline** with proactive communication and collaboration with **technical teams**.
 - Partnered with **sales executives** to close **high-value deals**, achieving revenue targets and client satisfaction.
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Radixweb, Ahmedabad

Junior Business Development Executive

June 2021 – June 2023

- Conducted **market research** to identify **potential clients** and emerging business opportunities in the **IT sector**.
 - **Added clients contributing \$500K+ annually** by promoting Radixweb's **solutions and services**.
 - Worked closely with **product development, marketing, and technical teams** to deliver **client-centric solutions**.
 - Created **impactful marketing materials**, including brochures and case studies, to support **sales efforts**.
 - Participated in **client meetings** and **negotiations**, securing **key accounts** and expanding market presence.
 - Leveraged **CRM tools** for **lead tracking** and generated **performance insights** to inform strategies.
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TOOLS & TECHNOLOGIES

EDUCATION

- **MBA in Business Analytics**, Amity University, Noida (2019 – 2021)
 - **B.E. in Computer Science**, Chitkara University, Punjab (2014 – 2018)
 - **12th Grade**, Delhi Public School, Yamuna Nagar (2014)
 - **10th Grade**, Delhi Public School, Yamuna Nagar (2012)
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CORE SKILLS

- **Sales Management:** Managing the sales lifecycle from lead generation to deal closure.
 - **Lead Generation & Prospecting:** Identifying and engaging high-potential clients.
 - **Pipeline Optimization:** Maintaining a steady deal flow and improving conversion rates.
 - **Client Relationship Management:** Building long-term partnerships through trust and value delivery.
 - **Strategic Planning:** Developing and executing sales strategies to meet business objectives.
 - **Cross-Functional Collaboration:** Partnering with teams to deliver tailored client solutions.
 - **CRM Proficiency:** Expert in lead management and sales tracking tools.
 - **Effective Communication:** Delivering persuasive, client-focused presentations.
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LANGUAGES

English: Proficient | **Hindi:** Proficient