



# BHUVAN PRATAP CHAUHAN

Business Development Officer



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## EDUCATION

**IMS Unison University**  
Master of Business  
Administration

Marketing and Operations  
July 2021 To May 2023

**MJP Rohilkhand University**  
Bachelor of Commerce

Accountin and Business  
Management  
July 2018 To June 2021

## SKILLS

- Management Skills
- Critical Thinking
- Communication Skills
- Negotiation
- Client Relationship Management
- New Business Generation

## LANGUAGE

- English
- Hindi

## ADDRESS

80, Moh-Ramnagar, Noorpur,  
Bijnor, Uttar Pradesh-246734

## PROFILE

Accomplished Business Development Officer at Transport Corporation of India. Proficiency in customer relationship management, client acquisition, and market research. Effective at creating strong proposals, negotiating contracts, and hitting and surpassing sales goals. Ensures regulatory compliance, works well with internal teams, and supports the strategic goals of the organization. A results-driven expert who emphasizes ongoing development and is skilled at spotting market trends. Proactive business development and excellent communication abilities.

## WORK EXPERIENCE

**Transport Corporation of India Limited**

**June 2021 – Currently**

Business Development Officer

- Creating and putting into action plans to draw in new clients for the logistics services the business offers.
- Preserving and growing close ties with current clients, learning about their needs, and guaranteeing client happiness.
- Carrying out market research to find possible company prospects and keeping up with rivals, industry developments, and client demands.
- Negotiating terms and conditions with clients, preparing contracts, and ensuring that agreements are mutually beneficial and align with the company's objectives.
- Delivering regular updates on sales success and business growth initiatives.
- Actively taking part in trade shows, conferences, and industry events to increase the company's visibility and cultivate connections with possible partners and customers.
- Investigating and cultivating new suppliers in accordance with business needs.
- Taking part in online portal bidding for Key Account level clients.
- Coordination between different branches as well as day-to-day activity and business monitoring in the branches.
- Effective use of the team and resolution of branch and controlling level issues.

## Certifications

- Lean Six Sigma Green Belt Certificate

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## **INTERNSHIP**

### **IFortis Worldwide**

Business Development Associate (Intern)

- New Business Generation
- Lead Generations
- Social Media Marketing
- Cold Calling

### **Technical Skills**

- MS Office Suite