

Contact

 Jammu, Jammu & Kashmir

 6005492175


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Top Skills:

- Business Growth
- B2B & Enterprise Sales
- Business-to-Business (B2B)
- Client Management
- Decision making
- Strategic planning
- Team management

Languages:

- English
- Hindi
- Punjabi

Certifications:

- AWS Partner: Technical Accreditation
- AWS Partner: Cloud Economics Essentials
- AWS Partner: Sales Accreditation
- Real Estate Investment & Finance
- Entrepreneurship (NPTEL)
- Fundamentals of Digital Marketing
- Social and Professional Ethics
- Real Estate Investment & Finance.

Himanshu Chadgal

Business Development Manager | Cloud Sales | AWS Cloud Solutions | AWS Training | Key Account Management| Client Handling | Relationship Building | Operations
New Delhi, Delhi, India

Summary:

I have 2 years of experience in cloud sales and account management, focusing on driving business growth in industries such as Telecom and IT. I specialize in understanding the unique needs of businesses and providing customized AWS solutions that help reduce costs, improve efficiency, and support scalability. I have consistently exceeded revenue targets and built strong client relationships throughout my career. My strategic planning, account management, and team leadership skills have helped me contribute to the success of my clients and my company. I enjoy working with clients to create strategies that not only meet their immediate needs but also set them up for long-term growth. With a passion for cloud technology, I am always focused on finding innovative solutions that can help organizations stay ahead in a rapidly changing environment. I am committed to delivering results that drive success and create lasting value for businesses.

Experience:

Indovision Services pvt. ltd.

Business Development Manager

May 2024 - Present

New Delhi, Delhi, India

- Generate and qualify leads to support better cloud solutions for the organization.
- Drive business growth through B2B cloud adoption.
- Focus on expanding both new and existing business opportunities.
- Resolve day-to-day customer queries with satisfaction.
- Consistently achieve and exceed monthly sales targets.
- Manage key customer accounts and meet client needs.
- Lead a team by assigning tasks and ensuring end-to-end fulfillment of client requirements.

Talentpull and Infrastructure Pvt. ltd.

Senior Executive

January 2023 - April 2024 (1 year 4 months)

Mohali district, India

- Generate leads through various tools and market connections.
- Drive business growth by offering B2B services.
- Focus on expanding both new and existing business opportunities.
- Manage client accounts, understand their needs, and deliver tailored solutions efficiently.
- Provide technical and non-technical manpower based on industry-specific requirements.
- Build strong relationships with clients and support industries in completing projects on time.

VLogic Labs Pvt. Ltd.

HR Intern

June 2022 - July 2022 (2 months)

Mohali district, Punjab, India

- Assisted in sourcing, screening, and shortlisting candidates for various roles.
- Coordinated interviews and managed communication with candidates and hiring managers.
- Posted job openings on multiple platforms and maintained applicant databases.
- Conducted initial phone screenings to assess candidate fit and qualifications.
- Supported the HR team with onboarding processes and recruitment events.

Education:

CHANDIGARH UNIVERSITY

Master of Business Administration - MBA, Marketing

CHANDIGARH UNIVERSITY

Bachelor of Business Administration - BBA, Accounting and Finance

JK Public School

12th, Business/Commerce, General · (April 2019 - March 2020)

JK Public School

10th · (April 2017 - March 2018)