

# Sudhanshu Rawat

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## SUMMARY

Committed job seeker with a history of meeting company needs with consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand. Creative market strategist focused on enhancing business and meeting customer goals. Promotes business development through savvy product promotion and data-driven approaches. Skilled multitasker with a superior work ethic and good teamwork, problem-solving, and organizational skills. Willing to take on any task to help the team. Reliable and dedicated team player with hard working and resourceful approach.

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## EXPERIENCE

### Business Development Manager

#### Virtuous Vision

May 2024 - August 2024, Gurugram

- Increased client base by identifying new business opportunities and cultivating strong relationships with key decision makers.
- Facilitated regular communication with clients to ensure their needs were met, fostering long-lasting relationships built on trust and mutual respect.
- Developed customized solutions for clients based on a deep understanding of their unique pain points, delivering exceptional value and driving repeat business.
- Generated new business with marketing initiatives and strategic plans.

### Sales Engineer

#### Pan India Consultants

June 2023 - October 2023, Gurugram

- Maintained accurate records of all prospecting activities using CRM software tools for effective lead tracking and follow-up efforts.
- Assisted in developing marketing materials that showcased our products and services effectively, attracting new clientele.
- Contributed to annual sales targets by consistently meeting or exceeding individual performance goals across various territories.
- Conducted market research and analysis to identify emerging trends and competitor activities, informing strategic business decisions.
- Developed knowledge of company products and services to make suggestions according to customer needs.

### Marketing & Sales Intern

#### Aereo Pvt Ltd.

June 2022 - August 2022, Bengaluru

- Demonstrated willingness and interest in learning new tasks and skills.
- Conducted market research to identify potential clients and developed tailored sales strategies.
- Conducted basic market research to identify customer needs.
- Measured and reported on results of marketing initiatives.
- Responded to general inquiries from members, staff and clients via mail, e-mail.
- Created engaging social media content that resulted in an increase in followers and online engagement.

### Human resource Intern

#### Quess Corp Pvt Ltd.

April 2019 - July 2024, Rudrapur

- Answered phone and performed clerical duties to assist human resources department.
- Developed strong written and verbal communication skills.
- Managed confidential employee files, maintaining accurate records for performance evaluations, salary adjustments, and promotions.
- Supported HR team in achieving hiring goals by screening resumes, conducting phone interviews, and tracking candidate progress.
- Conducted orientations and helped employees complete necessary paperwork to get new hires established and up to speed quickly.
- Conducted thorough background checks and employee verifications, ensuring trustworthy workforce.

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## PROJECTS

### "EXPANSION- USE OF COMMERCIAL DRONES GLOBALLY"

Dissertation • July 2023 - November 2023

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## CERTIFICATIONS

### PowerBi Course- Beginner

Upskills • 2024

### SEO for Beginners

Udemy • 2023

### Project Management

Udemy • 2019

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## EDUCATION

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### **Master of Business Administration**

Minor in Finance • Graphic era Hill University • Dehradun • 2023 • 7.23

### **Bachelor of Business Administration**

Minor in Finance • IMS Unison University • Dehradun • 2021 • 6.62

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## SKILLS

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Soft Skills: Business Development, Marketing Strategy, Partnership Development, Sales & Promotion ,Digital Marketing, B2B Marketing ,Market Research, Communication Skills, B2B Sales ,Customer Engagement, Additional Skills, Negotiations ,Microsoft Office, Salesforce, PowerBi