

# Divyansh Saxena

Male - 09/10/2001

Email- Divyanshsaxena8153@gmail.com

Phone no. +918894847740

## PROFESSIONAL EXPERIENCE

1 YEAR

### AZUKA ROPES & NETS

#### BUSINESS DEVELOPMENT EXECUTIVE (EXPORT & DOMESTIC)

#### ROLES & RESPONSIBILITY

Market Research & Analyses || Identifying New Business Opportunities || Cold Calling and Networking  
Developing Sales Strategies || Creating Proposals & Quotations || Negotiations || Order Conversion

Order Processing || Logistics Coordination || Pricing Strategy || Cross-functional Collaboration  
Preparing the Documents for Export shipments || Relationship Management || Customer Retention  
Expanding into New Markets || Developing new products to meet market gaps and demand, in collaboration with the NPD team.

Working with Marketing Teams || Making Marketing Strategies || Utilization of various Marketing channels  
Visiting Customers and Building Relationships with them || Visiting Exhibitions & Trade Shows for Networking with New Customers || Handling Clients during their visits to production facilities || Increasing the Business in new areas, etc.

## INTERNSHIPS

### FUTURE FINDERS

3 MONTHS

#### ROLES & RESPONSIBILITY

**Market Research:** Research industry trends, competitors, and opportunities.  
**Lead Generation:** Identify and generate new business leads through various channels  
**CRM Management:** Maintain and update lead/client data in the CRM system.  
**Sales Support:** Assist with follow-ups, meetings, and sales tracking  
**Networking:** Attend events and webinars to network and find opportunities.  
**Collaboration:** Coordinate with marketing, sales, and product teams  
**Select effective sales channels** (direct, inbound, partnerships) etc.

### FLY WINGS TOUR & PACKAGES PVT

6 MONTHS

#### ROLES & RESPONSIBILITY

**Customer Support:** Answer client inquiries on travel destinations and services.  
**Travel Planning:** Assist in organizing travel itineraries (flights, hotels, activities).  
**Booking Assistance:** Help book flights, accommodations, and car rentals.  
**Market Research:** Research destinations, packages, and travel trends.  
**Administrative Support:** Process bookings, invoices, and maintain client records.  
**Promotions & Marketing:** Support in promoting travel deals via social media and campaigns.  
**Customer Service:** Handle booking changes, cancellations, and special requests.  
**Supplier Coordination:** Communicate with airlines, hotels, and tour operators, etc.

## ACADEMIC QUALIFICATIONS

CGPA YEAR

### MBA - MARKETING & HUMAN RESOURCE MANAGEMENT

CGPA 7.20 2024

CHANDIGARH BUSINESS SCHOOL OF ADMINISTRATION, MOHALI

### BTTM - TOURISM AND TRAVEL MANAGEMENT

CGPA 7.23 2022

CHANDIGARH COLLEGE OF HOSPITALITY

### CLASS XII

CGPA 6.21 2018

C.L.V.P SARASWATI VIDHYA MANDIR

### CLASS X

CGPA 7.26 2016

C.L.V.P SARASWATI VIDHYA MANDIR

## CERTIFICATIONS

Foundation of Digital Marketing Certification (Google unlock)

Elements of AI Certification (Minna Learn)

## EXTRA-CURRICULAR ACTIVITIES

Food and Clothes distribution in slums

Participated in various sports and cultural events.

Actively involved in coordinating college fests and events.

Participated in Marketing Club as a coordinator.

Participated in Case study competitions.