

# AMAN TANWAR

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+91-8800948547

New Delhi, Delhi

## SKILLS

Business Development, Lead Management, Deal Negotiation and Closing, Account Management, Product Development, Adhesives, B2B Sales, Sales Cycle Management, Relationship Management, Sales Management, Territory Management, Strategic Alliance Development, Field Sales, SaaS Sales, Cold Calling, Lead Generation

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## EXPERIENCE

### Manager - Restaurant

06/2023 – 07/2024

- Utilizing customer relationship management (CRM) software to analyze data and enhance sales strategies.
- Implementing and managing point-of-sale (POS) systems to optimize sales tracking and inventory management.
- Overseeing online ordering platforms and ensuring seamless integration with restaurant operations.
- Stay updated on industry trends and emerging technologies to recommend innovative solutions to improving sales.

### Business Development Manager

Navia Life Care , New Delhi, Delhi

08/2021 - 06/2023

- Research and analyze trends and competitor activities to pinpoint key differentiators and anticipate value propositions for SaaS products and services resulting increased sales by 30%.
- Scheduling meetings with CTOs and Purchase heads of potential clients which include clinics and hospitals. Persuading them to make the purchase.
- Preparing sales reports as well as territory analysis and submitting them to management.

### Sales and Marketing Executive

Gold Plus Glass Ind. Ltd., New Delhi, Delhi

06/2019 – 08/2021

- Developed and implemented sales strategies for float glass and adhesive products, resulting in improved market penetration and customer satisfaction.
- Sales strategy and sales planning. Product promotion and Business retention.
- Sales Management and Territory Management across Karnataka.
- Managing the sales in country's one of the largest region, Karnataka. Created 50 new and key customers.

## INTERNSHIPS

- **Marketing Intern**, Vijaya Bank - New Delhi, Delhi Project: Consumer's Perception Towards Bank's Products and Services.
- **CSR Intern**, Prayas Juvenile Aid Centre - Jaipur, Rajasthan
- **Industrial Trainee**, Hotel Royal Plaza - New Delhi, Delhi

## **EDUCATION**

### **PGDM – Marketing & Human Resources**

BVB'S Usha and Laxmi Mittal Institute of Management, New Delhi, Delhi

05/2019

### **B.Sc. in Hotel Management**

Lakshya Bharti International Institute of Hotel Management, New Delhi, Delhi

### **Higher Secondary Schooling**

Translam Academy International, Meerut

05/2013

