



# Aman Kumar

## CONTACT

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## PERSONAL DETAILS

- Date of Birth : 05/02/1998
- Nationality : INDIAN

## SKILLS

Ability to rapidly build relationship and set up trust

80%

Ability to cope up with different situations.

80%

## LANGUAGES

Hindi, English

## PROFILE SUMMARY

identifying growth opportunities and fostering strategic partnerships. Demonstrated expertise in market research, lead generation, and client relationship management. Proven ability to develop and execute sales strategies to drive revenue growth and expand market presence. Effective communicator with strong negotiation skills and a collaborative approach to achieving business objectives. Seeking to leverage these skills to contribute to the success of a dynamic organization

## OBJECTIVE

I seek challenging opportunities where I can fully use my skills for the success of the organization.

## EXPERIENCE

- Business Development Associate** 1st March 2024  
Aakash Educational services limited - 3 September 2024
  - Managed administrative activities to ensure a smooth student journey.
  - Developed strong rapport with students and parents to enhance customer service.
  - Conducted career counseling and addressed student queries.
  - Communicated career options and provided clarity on career paths.
  - Assisted in time management, cost-effectiveness, and decision-making for students.
- Business development associate** 28 March 2023  
Think and Learn PVT ltd - 28 February 2024
  - Identified potential clients and maintained relationships with key stakeholders.
  - Contributed to the company's growth strategy.
  - Conducted career counseling and communicated with students and parents about career options.
  - Addressed student queries and assessed their interests

## **EDUCATION**

<b>MBA DUAL specialization in Finance and marketing</b> Galgotias university 8.15	2022
<b>B.com hons</b> Mahatma Jyotiba Phule Rohilkhand university	2020
<b>12th</b> Kendriya vidyalaya Moradabad	2017
<b>High school</b> Kendriya vidyalaya no 1 udhampur	2015

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## **PERSONAL COMPETENCIES**

- Possess good communication and interpersonal skills
  - Have good grasping power to learn new things easily and effectively.
  - Socially adjustable and good team player.
  - Well organised and possess good group dynamics.
  - Open to meet new challenges and opportunities.
  - Easily merge with the environment
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## **DECLARATION**

I declare that the information provided is true and accurate to the best of my knowledge.

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