



Aman Gautam

Team Lead

PROFILE SUMMARY

Experienced professional with 1.5 to 2 years of corporate work experience and 2 years in network marketing. Skilled in sales, marketing, influencing people, public speaking, and communication. Currently pursuing BBA. Seeking a positive work environment to contribute 100% to the company. Interested in roles of sales, marketing, and training.

PERSONAL INFORMATION

- ✉ **Email**
gautam08aman@gmail.com
- ☎ **Mobile**
(+91) 9161571848
- 📅 **Total work experience**
1 Year 3 Months

KEY SKILLS

- Interpersonal Skills
- International Voice Process
- Sales Training
- International BPO
- Communication Skills
- Team Leading
- Customer Relationship
- Bpo Customer Service
- Customer Retention
- Inbound Process
- Client Satisfaction
- CRM
- Voice Process
- Sales
- Marketing
- Digital Marketing
- SEO And SMO Executive

OTHER PERSONAL DETAILS

EDUCATION

- 2022 **Diploma**
Mahamaya Institute Of Information Technology

WORK EXPERIENCE

- Mar 2024 - Jun 2024 **Team Lead**
Zeal marketing
I currently hold the position of team leader at Zeal Marketing, overseeing two distinct teams: one operates from our office premises, while the other operates in the field. The office-based team comprises five members, while the field team consists of three members. Our work is to do outbound calls and reaching out to new potential customers and tell the benefits and features of credit cards and sell them.
- Apr 2023 - Jan 2024 **Customer Care Executive**
SquadRun
Results-driven customer support specialist with expertise in driving customer satisfaction and process improvement. Proven track record of successfully leading customer outreach programs, streamlining logistics, and implementing effective engagement strategies for top brands. Skilled in delivering personalized support to enhance customer experience and drive business growth.

City Kanpur

Country INDIA

LANGUAGES

- English
- Hindi

Oct 2022 - Jan 2023

Customer Care Executive

Nextpact Services LLP

Worked in international Business Process Outsourcing (BPO) company where my role was to provide assistance to individuals in navigating the process of maximizing their student loan forgiveness. Our team's objective was to support clients in reducing their student loan debt and finding effective solutions for managing their financial obligations."

Jul 2024 - Present

Business Development Associate

K2 Technologies

- Spearheading the identification of potential clients in the U.S. market for K2 Technologies, an IT company specializing in digital marketing services.

- Initiating contact and nurturing relationships with potential clients through effective cold calling techniques to convert them into qualified leads.

- Guiding clients through the sales process with proficiency, conducting impactful meetings via Google Meet.

- Demonstrating a strong track record in lead generation and client acquisition, closing deals with tailored digital marketing solutions.

- Showcasing expertise in digital marketing, thereby contributing to the growth and success of the business.

COURSES & CERTIFICATIONS

- Hubspot Seo expert (Valid upto August 2025)