

## CONTACT ME AT

✉ varunramzai@gmail.com

☎ +91- 7838105764

in linkedin.com/in/varunramzai/

## EDUCATION

- 2020  
MBA- Marketing & Sales, Amity Business School
- 2017  
BBA, Jims Kalkaji

## CORE COMPETENCIES

- Strategic Planning
- Revenue Generation
- Sales Management
- Relationship Building
- Operations Management
- Business Development
- Customer Retention Strategies
- Business Communication

## SOFT SKILLS

- Communication
- Team- Management
- Multitasking
- Problem- Solving
- Analytical

## TECHNICAL SKILLS

- Advance MS Office
- Data Analysis
- Canva

## CERTIFICATIONS

- JPMorgan Chase & Co. Excel Skills Job Simulation on Forage - October 2023
- Advanced Excel for Managers from Forevision

## PERSONAL DETAILS

**Date of Birth:** 2<sup>nd</sup> September, 1995

**Languages Known:** English and Hindi

**Address:** Delhi, India

# VARUNRAMZAI

## OBJECTIVE

Pursuing challenging roles in assistant manager or manager positions across diverse sectors. Seeking opportunities in Delhi, NCR, Bangalore, and Pune to leverage expertise in sales and marketing.

## PROFILE SUMMARY

- **Leveraging 2 years of expertise in Sales & Marketing Management**, emphasizing strategic business growth and brand enhancement across various sectors.
- Proven track record of delivering measurable results through innovative sales & marketing initiatives, fostering strong client relationships, and driving revenue growth.
- Skilled in **market exploration, identifying business opportunities, and ensuring profitable business outcomes.**
- Cultivated long-term relationships with all customers to identify and capitalize on opportunities for business expansion.
- Proficient in team process optimization and fostering a culture of business excellence.
- Recent achievement includes being recognized as a **top performer in February and June 2022.**
- Proficient in utilizing **data analytics and market research analysis** to drive strategic decision-making and enhance business outcomes.

## WORK EXPERIENCE

### Infollion Research Services, Gurugram

#### Assistant Manager- Delivery

Aug 2022 - Apr 2023

#### Key Result Areas

- Led initiatives to streamline client interactions, time management, and reporting procedures effectively.
- Established and nurtured long-term customer relationships to drive business growth.
- Led in-depth industry research to support client needs and team objectives.
- Monitored and analyzed competitive data for strategic decision-making.
- Motivated team members to enhance productivity and uphold business standards.
- Developed and implemented strategic plans to achieve business growth objectives.
- Collaborated with cross-functional teams to ensure seamless operations.
- Conducted regular reviews to identify and address process gaps.

#### Achievement:

- Recognized as a top performer in February and June 2022.

### Infollion Research Services, Gurugram

#### Client Account Executive

Oct 2021 - Jul 2022

#### Key Result Areas

- Executed thorough market analysis to comprehend client requirements and competitive dynamics comprehensively.
- Cultivated strong client relationships to drive business expansion.
- Ensured timely delivery of high-quality work to meet client expectations.
- Facilitated the selection of experts for research projects.
- Managed client requests efficiently to enhance project outcomes.
- Streamlined the expert selection process, reducing project turnaround time by enhancing overall project efficiency.

### Cuelearn Pvt. Ltd., Gurugram

#### Business Development Associate

Sep 2020 - Aug 2021

#### Key Result Areas

- Conducted product demonstrations and converted leads into sales.
- Prospected and engaged with potential clients using CRM tools.
- Maintained client database and coordinated growth strategies.
- Collaborated with internal teams to drive business development initiatives.