



Aditya Barnwal

Account Manager

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CAREER OBJECTIVE

Results-oriented Business Account Manager worker engages with customers to help establish .Proven track record of building customer relationships and successfully closing sales or Logistics. Committed to delivering exceptional customer service and exceeding sales goals. I am to multi task in a fast paced environment and maintain a clear understanding of the level of customer service that must be provided to further the growth of the customer relationship.

PROFESSIONAL EXPERIENCE

Safexpress Pvt. Ltd. | Account Manager - BDM | Haryana

Sept 2023 - Present

- Managed a portfolio of key accounts and consistently exceeding sales target by 90+ percentage.
- Make a good relationship C/nor customer or C/nee customer and helps for delivery material on time.
- To handle the existing customer business and provide best service as per customer requirement ,.
- Daily use on Software Salesforce to generate leads or call logs and new accounts data store.
- Follow up daily all existing customers regarding services or business review.
- Coordinate end to end and track progress for customer order shipments with internal logistics ,supply chain team and pan India operations team.
- Should be a self-driven and target oriented person.
- As customer required provide -PODS, Month MIS , Credit Note or Cof.
- Monthly making reports for Prime customer business and share the business provision also.
- Daily calls existing customer about business and arrange pickup on time. Follow delivery as per TAT.

Gati Logistics Pvt. Ltd. | BDE | Inside sales | Bhiwadi

Dec 2022 - Sept 2023

- Maintain the data and make the business report.
- Manage and grow existing client relationship to increase revenue and customer satisfaction.
- Established open and professional relationships with team members which facilitated communicated, quickly resolving issues and conflicts.
- To Handle the strategy customers and inside Sales.
- Handled day to day customers or client questions via telephone or email

SKILLS

- Business development
- Account Management
- Customer Relationship Management
- Transportation Management
- Supply Chain Management
- B2B Knowledge
- Using AWS software
- Negotiable Skills
- Logistics Analysis
- Problem-Solving

EDUCATION

I.T.S School of Management | Ghaziabad U.P.
PGDM | Marketing & Operations

July 2021 - April 2023

DDU UNIVERSITY | Gorakhpur U.P.
Bachelor of Science | BSc.Math |

April 2017 - July 2020

ACCOMPLISHMENTS

- Member of INTERNATIONAL BUSINESS CLUB at I.T.S Ghaziabad
 - LOGISTICS HEAD OF UTTHAN CLUB at I.T.S Ghaziabad
 - Marketing activities winner best sales man of the year 2022.
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CERTIFICATION

- English Proficiency - MePro Pearson
 - Complete online course Supply chain management
 - Excel Beginner online Great Learning certificate
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TECHNICAL SKILLS

- MS-OFFICE- MS-Word
- Canva- For designing , all kinds of video editing , poster or Page Creation.
- WPS Software skill.
- MS-Excel

LINGUISTIC SKILLS

- English
 - Hindi
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HOBBIES

- Online Games
 - LinkedIn
 - Cooking Dishes
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Name : Aditya Barnwal

Signature : Aditya