



Abhay Samyial

EXPERIENCE

August 2023 - Current

Senior Business Development Executive Rubtech Mech (India) LLP | Gurugram, IN

- Generating leads and developing strategies for international market expansion, including conducting market research, competitor analysis, and identifying growth opportunities.
- Establishing and maintaining relationships with OEMs, Enterprise dealers, end-users, and stakeholders globally by soliciting regular feedback and conducting follow-ups.
- Driving sales and revenue growth through effective negotiation, crafting compelling offers, and facilitating deal closure.
- Collaborating cross-functionally with internal teams (production and sales teams) to ensure seamless execution of business development initiatives.
- Staying updated on industry trends, market dynamics, and regulatory requirements to inform decision-making.
- Preparing presentations, social media content, and providing other assistance related to company website changes, product photography, and creating invoices.
- Participating in exhibitions and events held in domestic and international platforms to promote our brand.
- Achievements: Exceeded Sales Target by 25% in Q1 sales / Generated 1 Cr business from Global market (Jan-Apr, 2024)

February 2022 - April 2023

Implementation Specialist CareerBuilder.com India Pvt. Ltd. | Noida, India

- Creating & Implementing advanced talent acquisition CareerBuilder products such as client Career sites, handling concerns to scrap customer websites to acquire jobs, build/edit Career-sites, create/edit Branding/Company Profiles using photoshop) & Job Programmatic Expert.
- Performing basic technical troubleshooting within the proprietary software B2B SaaS to identify root-cause through researching, testing, and replicating issues reported.
- Performing changes in existing client HTML codes related to Banner, color, verbiage & content changes
- Identify opportunities to educate customers, both internal and external, as well as mentored new members of team on how to better use the system tools and increase utilization.

May 2019 - February 2022

Talent Acquisition US Client Support CareerBuilder.com India Pvt. Ltd. | Noida, India

- User Maintenance (Add/edit/delete user's account information on Axiom)
- Share weekly/monthly reports using tableau
- Concerns related to EOI drop & ROI summary and Case allocations

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SUMMARY

Results-driven professional with over 8 years of proven expertise in BPO environments, having collaborated with industry giants such as Genpact, Convergys (now Concentrix), CareerBuilder.com, and RubtechMech India LLP. Proficient in Claims, Email, Chat, Job Board, and Business Development realms, consistently delivering exceptional performance. Recognized for outstanding achievements in elevating sales revenue and establishing enduring client relationships. Demonstrated track record as a top-performing player, leveraging strong interpersonal skills to drive organizational success. Committed to delivering excellence and driving continuous growth.

SKILLS

- Market Research
- Lead Generation
- Client handling
- International Marketing
- Strategic & Event planning
- Leadership skills
- Basic HTML
- Excel

- Photoshop
- Products Photography
- Create & manage Invoices

HOBBIES

- Playing Football and professional Handball player (represented at National Level 15 times)
- Gardening and listening soft music & Rap songs
- Travelling & Capturing live moments and nature by my passion of photography

- Concerns of Job Seekers related to issues regarding Jobs, resume upload, employer details on Fuze portal

December 2017 - March 2019

Customer Support Executive-II Concentrix (Convergys) | Gurugram, India

- AT&T HS chat process: Solving billing concerns & Processing payments
- Placing new order
- Pitching new plans and upgrade information (Sales) for more benefits to existing customers

June 2014 - November 2017

Senior Process Associate (SPA) Genpact | Noida, India

- Worked for Travelers Insurance US Process (concerns related to calculation of Average Weekly Wage and Compensation Rate)
- Responsible for processing payments
- Conducting and Providing Process Trainings for the new joiners.

EDUCATION AND TRAINING

December 2023

Master of Science | Data Science
Simplilearn, Online Class

January 2011



Bachelor of Sciences (Medical Stream)
University of Jammu, Jammu, India


REFERENCES

- Monisha Kalita, Executive Assistant to CEO, Rubtech Mech India LLP, 8822891571
- Ritika Ranjan, Client Support Specialist, CareerBuilder.com India Pvt. Ltd., 8882808807
- Arpit Singh, Optimization Specialist, CareerBuilder.com India Pvt. Ltd., 8574160726

LANGUAGES

Hindi: First Language

English:	B1	Dogri:	A2
			
Intermediate (B1)		Elementary (A2)	

Punjabi:	B1
	
Intermediate (B1)	

DISCLAIMER

I hereby declare that all the above written particulars are true to best of my knowledge and belief.