




# ROBIN GAHLYAN

Business Development Representative

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## ABOUT ME

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Accomplished Management Professional With 4+ Years Of Experience In Business Development & Direct Sales Recognized For Ability To Build Relationships With Key Personnel And Closed Sales In Highly Competitive Markets.

## EXPERIENCE

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NOV  
2023 -  
FEB  
2024

- **PORTFOLIO MANAGER**

SQUARE YARDS CONSULTING PVT. LTD

- .Maximize revenue generation and lead closures by using social and public media marketing campaigns.
- .Comprehensive Assessment, Regular Reporting , Standup Calls And Followups Throughout The Day.
- .Manage Team Performance And Task Assigning For The Overall Development Of The Team.
- .Analysing rates and discounts To Negotiate And Finalise deal With Clients.
- .Strengthen Relationship with Existing and Other Relevant prospects customers.

JUN  
2023 -  
OCT  
2023

- **KEY ACCOUNT MANAGER**

COGOPORT PVT LTD

- . Develop and maintain relationships with key clients.
- . Acquire a thorough understanding of key customer needs and requirements.
- . Ensure the correct products and services are delivered to customers in a timely manner.
- .Resolve any issues and problems faced by customers.
- . Deal with complaints to maintain trust.

FEB  
2022 -  
JUN  
2023

- **EXECUTIVE TELE-SUPPLY CLOSER**

SPINNY (VALUEDRIVE TECHNOLOGIES PVT LTD)

- . An Individual Contributor Role In An Employee-Oriented, High Performance Environment That Emphasizes On developing
- . Maximize revenue generation and lead closures by using social and public media marketing campaigns.
- . Identifying customers, resolving queries and close the deals independently
- . Transaction Management and deal closures from sourcing to ROI
- . Analysing rates and discounts To Negotiate And Finalise deal With Clients
- . Strengthen Relationship with Existing and Other Relevant prospects customers

Mar  
2019 -  
Nov

- **SALES MANAGER**

SINGLA'S RETAIL.PVT.LTD

2021

- .Managed a team of sales representatives, providing coaching, guidance, and performance feedback to optimize team productivity and achieve sales objectives.
- .Cultivated and maintained relationships with key accounts and strategic partners, negotiating contracts and agreements to maximize sales opportunities and foster long-term .
- .Developed and delivered sales training programs and workshops for sales staff, equipping them with the knowledge, skills, and tools needed to effectively promote Singhla's Food Chain products and services and deliver exceptional customer experiences.
- .Implemented and managed a CRM system to track sales activities, manage customer interactions, and analyze sales data to identify opportunities for optimization and improvement.
- .Established key performance indicators (KPIs) for the sales team, regularly evaluating individual and team performance against targets and preparing comprehensive sales reports and dashboards for senior management review.
- .Lead continuous improvement initiatives to streamline sales processes, optimize resource allocation, and enhance operational efficiency, driving sustainable growth and profitability for Singhla's Food Chain.

## EDUCATION

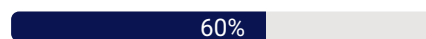
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- **10th(CBSE)**  
SJS International School
- 2018 • **12th(CBSE)**  
Cbse board panchkula
- 2020 • **Fire technology & industrial safety management**
- 2021 • **Pursing B.A**  
Swami Vivekanand Subharti University

## SKILLS

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Good Communication



ROI & Data Analysis skills.



Business Intelligence.



Lead Generation



Negotiation.



Customer relationship management



## HOBBY

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- \*playing kabaddi
- \*Reading books

## LANGUAGES

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- \*Hindi
- \*English

## PERSONAL DETAILS

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- Date of Birth : 26-Dec-1998

- Marital Status : Single
- Nationality : Indian