

CURRICULUM VITAE



Arpit Rastogi

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OBJECTIVE:

To work in a dynamic organization that offers opportunities to utilize my skills and talents to their fullest potential, while providing a clear path for career growth and advancement to a managerial level.

PROFESSIONAL EXPERIENCE:

I accumulated over one year of experience at CloudFirst Technologies Pvt. Ltd., where I contributed from (August 2023 to October 2024).

Designation: Business Development Executive

JOB PROFILE

- ❖ Responsible for generating and qualifying leads (BANT qualified), managing the full sales cycle from prospecting to deal closure, ensuring a seamless client experience and consistently meeting sales targets.
- ❖ Identified and targeted potential clients (e.g., IT Managers, IT Heads) by understanding their business needs and providing tailored solutions.
- ❖ Worked with key products and services, including **Microsoft 365, Google Workspace, AWS Cloud** and **DBMS** solutions.
- ❖ Led cross-selling and up selling efforts, increasing overall sales volume and improving customer engagement.
- ❖ Gained practical experience with business tools and software such as **Microsoft Dynamics 365, Zoho** and **FortiClient** to improve operational efficiency.
- ❖ Proficient in using sales and lead generation platforms such as **LinkedIn Sales Navigator, Lusha**, and **ZoomInfo** to identify prospects and enhance outreach.

PROFESSIONAL EXPERIENCE:

I served as a **Relationship Manager** at REALTY ASSISTANT (Viraj Ventures) from **January 2023 to July 2023**.

JOB PROFILE

- ❖ Led both **inside** and **outside sales** initiatives, contributing to business growth and the acquisition of new clients.
- ❖ Built and nurtured **personal relationships** with clients, fostering trust and ensuring long-term customer loyalty.
- ❖ Played a key role in **customer retention** through exceptional after-sales service and regular follow-ups.
- ❖ Conducted **cold calling** and scheduled **client meetings** to identify and address customer needs.
- ❖ Drove **sales closures** through effective **price negotiation**, aligning client needs with business objectives.
- ❖ Delivered high-quality **customer service**, addressing client concerns and ensuring a positive experience throughout the sales cycle.

Academic Qualifications

- ❖ **Master of Business Administration (MBA) in Marketing & Finance**
Invertis University, Bareilly, UP - Post Graduated in 2023
- ❖ **Bachelor of Commerce (B.Com)**
Swami Vivekanand Subharti University, Meerut, UP
- ❖ **Higher Secondary (12th Grade)**
GHSS Baheria, Hardoi, UP
- ❖ **Secondary (10th Grade)**
Harrow School, Bareilly, UP

Significant Accomplishments

- ❖ **E-Accountant Certification-** *Envision Institute, Delhi* — 2018
- ❖ **Telecom In-Store Promoter Certification-** *PMKVY* — 2019
- ❖ **Customer Care Executive – Relationship Centre Certification-** *PMKVY* — 2020
- ❖ **Inbound Marketing Certification-** *HubSpot Academy* — 2022
- ❖ **Email Marketing Certification-** *Course Inbox* — 2022
- ❖ **SEO Executive Course-** *Course Inbox* — 2022

Skills

- ❖ **Professional:** Decision-making, Public speaking, Multi-tasking, Communication (oral and written)
- ❖ **Technical:** MS Office (Word, Excel, PowerPoint), Computer hardware and software knowledge

Strengths

- ❖ Strong communication and interpersonal skills
- ❖ Effective presentation abilities
- ❖ Ability to work under pressure and meet deadlines
- ❖ Self-motivated, adaptable, and confident
- ❖ Goal-oriented with a practical approach to learning

Linguistic Proficiency

- ❖ **English:** Fluent (written and spoken)
- ❖ **Hindi:** Fluent (written and spoken)

Personal Information

- ❖ **Nationality:** Indian
- ❖ **Date of Birth:** 13th - October - 1998
- ❖ **Gender:** Male
- ❖ **Marital Status:** Single
- ❖ **Permanent Address:** 417, Biharipur Memran Near Jhagre Wali Mathiya , Bareilly ,UP
- ❖ **Hobbies:** Reading books, Listening to music

Declaration

I hereby declare that the information provided above is true to the best of my knowledge and belief.

Date:

Place: Bareilly

Name: Arpit Rastogi