

DEVESH SHUKLA

CONTACT

- 8009060164
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- Gurugram, Haryana

SKILLS

- MS Excel
- Communication Skills
- Finance & Compliance
- Results-Driven approach
- Relationship Building
- Analytical Approach
- Ms Word
- Attention to Detail
- Client acquisition
- Portfolio Management
- Sound Decision Maker
- Coordination and Collaboration

LANGUAGES

- English (Fluent)
- Hindi (Fluent)

AREA OF INTEREST

- Finance
- Marketing
- Business Analytics
- Management Consulting
- Product Management

CERTIFICATE

Business Analytics
Global Marketing
Microsoft Office Specialist

PROFILE

I am a dedicated professional committed to leveraging my skills and experience to contribute to the success of a reputable organization. I am a Business Development Associate at Express Roadways Pvt. Ltd., where I have maintained client relationships for 1.5 years. I have successfully managed over 50+ clients, fostering strong connections and contributing to company growth.

WORK EXPERIENCE

Express Roadways Pvt Ltd 2023, MARCH
Business Development Associate

- Maintain strong relationships with existing customers, ensuring effective communication and satisfaction
- Conduct regular visits to clients, with a commitment to at least one visit per week, to understand their needs and provide tailored support
- Approach all service-related matters proactively, anticipating client needs and addressing them efficiently
- Resolve client queries promptly, ensuring a high level of customer satisfaction and seamless service delivery
- Oversee day-to-day customer affairs, focusing on operational activities such as account management and service delivery
- Create and maintain detailed reports in Excel to provide insights into daily business activities, aiding in decision-making and strategy formulation
- Used extensive sales and marketing experience to offer expert advice in business improvement strategy.
- Negotiated and closed deals with new clients, ensuring alignment with company pricing policies and revenue targets.
- Designed and implemented bespoke business development strategies to drive revenue growth and expand market presence.

EDUCATION

Master of Business Management 2021-23
Pranveer Singh Institute of Technology
Finance and Marketing

Bachelor of Commerce
Harsahai P.G Mahavidyalaya Kanpur
Marketing and International Marketing