

Arpit Lamba

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SUMMARY

Dynamic sales and business development professional with a knack for turning connections into lasting partnerships. Skilled in CRM and pipeline management, I don't just hit targets—I aim for bullseyes. Let's just say, I'm the person who turns “maybes” into “let's do this!”

EXPERIENCE

Assistant Manager, 08/2024 - Current

Newsreach India - Work From Home, IN

- Built and nurtured strong relationships with clients, ensuring high customer satisfaction, and repeat business.
- Represented the company at industry events such as Razorpay D2C, IIFT, World Ice Cream Expo, Times Young Achievers Award, Bharat Expo, etc. to network, generate leads, and increase brand visibility.
- Demonstrated the ability to adapt to dynamic environments, and multitask effectively while working remotely.

Business Development Executive, 01/2024 - 05/2024

Anything Skool Limited Liberty - Marwar, Jodhpur, Rajasthan, India

- Conducted research and analysis to identify business opportunities in 27 new territories, contributing to the company's market expansion strategy.
- Led negotiations and closed deals that aligned with business objectives, achieving revenue targets.
- Created and implemented tailored business development plans to target potential clients and partners in diverse regions.

Sales Representative, 06/2023 - 08/2023

Motilal Oswal Financial Services Limited - Panipat, India

- Generated new sales leads through cold calling and networking activities.
- Conducted market research to identify potential customers and their needs.
- Researched competitors' products, prices, and sales techniques.

Subject Matter Expert (Part Time), 10/2020 - 08/2023

Chegg India - Panipat, India

- Create high-quality, step-by-step solutions for complex economic problems, and review existing content for accuracy and clarity.
- Achieved over 90% QC ratings by delivering accurate, clear, and well-researched solutions, ensuring Chegg India's academic support excellence.
- Maintain high standards of academic integrity by cross-checking solutions for correctness and plagiarism.

Sales Associate, 07/2021 - 07/2022

Dev Engineering Company - Panipat, India

- Organized and maintained filing systems for physical and electronic documents, ensuring accuracy and confidentiality of records.
- Greeted visitors in a professional manner, responding to inquiries and directing them to appropriate personnel.
- Collaborated effectively with team members to achieve common goals, shared knowledge, and supported colleagues as needed.

SKILLS

- CRM software proficiency
- Business Development
- Team Leadership
- Partnership management
- Customer Acquisition
- Sales Pipeline Management
- Lead generation
- Process Optimization

EDUCATION

MBA : Marketing, 06/2024

Panipat Institute of Engineering And Technology - Samalkha, India

Bachelor of Commerce, 08/2021

I.B. PG College - Panipat, India

High School Diploma, 06/2018

St. Mary Convent Sr. Sec. School - Panipat, India

CERTIFICATIONS

- Digital Marketing Course - IIM Skills, 2022
- Google Ads Certification - Skillshop, 2023