


Vinay Ahuja

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Forward-thinking Senior Executive with proven record of accomplishment in [Market Research Industry] during [1.5]-year career. Driven and ambitious change manager dedicated to continuous business improvement focused on enhancing revenue and streamlining business operations. Diligent in driving profit maximization through multifaced business approaches.



Skills

- Sales pipeline management
- Customer satisfaction
- Relationship building and management
- Team building expertise
- Strategic Planning
- Customer Service



Work History

• Business Development Executive

HTF Market Intelligence Consulting Pvt. Ltd., Pune, Maharashtra

- Identified new targets, developed new business opportunities and presented product lines to customers.
- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Monitored social media and online sources for industry trends.

• Business Development Executive

Data Bridge Market Research Private Ltd., Pune, Maharashtra

- Develop new business by consulting companies through type of data and analysis needed for their market research needs.
- Handled deals from Europe and Americas for automotive, chemicals, healthcare-devices, materials, packaging and manufacturing industries.

2019-10 - 2020-06

2019-01 - 2019-10

2018-06 - 2018-12

● Summer Internship

Wipro, Pune, Maharashtra

- Interacted with customers professionally by phone, email or in-person to provide information and directed to desired staff members.

2018-01 - 2018-01

● Winter Internship

Maharashtra Forest Department, Pune, Maharashtra

- Collecting data from rural and urban forests through questionnaire provided by Maharashtra forest department and carrying out analysis on data collected.



Education

2017-07 - 2019-10

● PGDM: Marketing & HR

Management Institute for Leadership & Management - Pune

- Awarded [**Star Performer**]

2014-07 - 2017-06

● Bachelor of Commerce: Commerce

Indra Gandhi National Open University - Lucknow

2013-04 - 2014-03

● Class XII

Central Academy School - Lucknow

2011-04 - 2012-03

● Class X

Central Academy - Lucknow



Hobbies

- SOCIALIZING
- WORKOUT
- DANCING
- LISTENING SONGS