VARUN SINGHAL

BUSINESS DOVELOPMENT MANAGER

CONTACT

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PROFILE

TO work in an environment ,which give an opportunity to grow,learn,share and apply knowledge to enhance my competency that form a symbiotic relationship with the goal of the organization and to become a successful professional where I can utilize my personal and marketing skills to contribute for the benefit of the organization

SKILLS

- COMMUNICATION AND NEGOTIATION
- TEAM BUILDING AND LEADERSHIP
- POSITIVE ATTITUDE
- SALES PLANNING
- CUSTMER RELATIONSHIP

EDUCATION

PGDM/MBA

2014-2016

Marketing and finance (AKTU)

BBA

2010-2013 (CCS)

EXPERIENCE

Business Development Manager at Flintoclass

June 2021- Present

In flintoclasses I am handling a team of 10 persons. Identifying and Develop strategic relationship with potential customers. Assist in developing a strong pipeline of new customers through direct and indirect customer contacts and prospecting. Maintaining strong follow-up's and Regular feedback calls. Providing the sound advice to the customers . Complete the weekly target on time and try to get in maximum incentives slab

Business Development Account Manager at Pursuite Enterprise Ltd, Gurgaon

June 2019- sept 2020

Conducting Business Research on various companies/Industries across geographies for content to be included in the research for a prospective clint.Making various cold calls . Working closely with the Stakeholders across the organization in responding to requirements and creating proposals .Meeting with Multiple 5 Star properties to get them onboarded on our buyer portal.Creation of RFQ . Explain to the buyers the benefit of working with us .Negotiate with the buyers for there requirements

Business Development Executive at MacroBiotech

May2017- March 2019

The fundamentals of digital marketing Google Digital Unlocked (April 2019)

Content marketing by Hubspot (may 2019)

Link up with the existing custmers for there further Requirements .Meeting with the new clints across the State . Follow up with the new clints for requirements .Creating quotations for the customer .