

Aditya Krishan

Restaurant Operation,
Key Account
Manager, Ops
Associate

Contact

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Skills

Multi-tasking strength

Problem-solving skills

Exceptional customer
service

Product and service Provider

Relationship building

Contract preparation

Profits and losses tracking

Dynamic Key Account Manager and Operation Associate with 2 years' experience and a strong background playing a vital role in the development, management, growth and retention of key accounts for a wide range of organizations. Service-centric leader dedicated to fueling revenues, enhancing client experience and achieving top brand loyalty. Highly adept in performing within high-pressure and deadline-driven environments, driving full sales lifecycles with focus on territory expansion.

Work History

2020-09 -
2021-05

Business Development Associate

BYJU'S, Lucknow, Uttar Pradesh

- - Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- - Managed needs of more than 15-20 customers at once using strong prioritization and multitasking abilities.
- - Negotiated contracts and closed sales with new and existing clients.
- - Need to take the document from the new clients and need to verified them and complete all the paper word on the same day.
- - Also responsible to complete all the document that required for the loan paper work.

2018-06 -
2019-08

Restaurant Operations Manager

UberEats, Gurgaon, Haryana

- - Responsible for complete training of restaurant owner/managers on the UberEats platform.
- - Train the new clients about the process and working of uber's internal tool.
- - We need to monitor and have the responsibility to take care of about the restaurant are not facing any kind of issue regarding the application and they are properly available on our platform on a daily basic and with the proper supply hours.
- - Closely connect with them and try to help them out if they are facing any kind of issue regarding the daily operation activities.

- - Maintain a proper and records of data on a weekly basic on spreadsheet/ MS- Excel.

2019-08 -
2020-01

Key Account Manager

UberEats, Gurgaon, Haryana

- - Responsibility to bringing co-funding/menu discount from the restaurant partners in order to run discount on their menu.
- - Closely connected with the multiple brand owners and manager to discuss the growth and future of brands in the delivery space.
- - Elevated account management by predicting potential competitive threats and outlining proactive solutions.
- - Understanding the client needs & help them to cover large customer in the market and try to connect them with the client better via various channels, e.g- online platform, advertising, promotions etc.
- - Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.

Education

2015-09 -
2018-04

BBA: Marketing

GLA University - Mathura