

Shubham Gupta

ersgupta30@gmail.com

9045301702

80/1 Chippi Tank, Near Hiralal Hospital
Meerut, Uttar Pradesh

Summary

Effective business manager with 5+ years of experience. Skilled in marketing and sales management. Attentive to details with outstanding follow-through. An innovative self-starter and congenial salesperson, I am proficient in building relationships, negotiating deals, and closing sales. I'm passionate about growing productive relationships with clients, partners, and team members. Possesses a clear understanding of sales techniques and strategies that build a solid and profitable client base. I'm well-versed in identifying market trends and customer needs to create highly-targeted sales campaigns. Skilled in exceeding revenue goals, driving high-volume new user contacts, and growing service-based businesses.

Experience

Business Development Manager

Riziliant Technologies Pvt Ltd • Noida, Uttar Pradesh

02/2020 - 08/2020

- Involve in strategic sales planning with senior management
- Developing good relationships with clients and partners
- Sales clousers and team management to achieve defined monthly targets
- Coordinate and plan lead generation organic and inorganic campagins
- Representing and utilizing marketing related seminars., events to increase brand awareness
- Up-selling to existing clients in domestic and international markets.
- Lead Generation and identifying good prospects
- Conduct sales training program

Business Development Manager

Kushel Digi Solutions • New Delhi, New Delhi

10/2017 - 02/2020

- Developing a good relationship with customers and partners
- Implemented new business development strategies to maximize sales and profit
- Promoting brand awareness, Bidding, Email Marketing & PPC campagins
- Work closely with sales, development and digital marketing team for organic growth
- Ensure smooth day-to-day operations of the company
- Up-selling to existing clients in domestic and international markets

SAP ABAP Consultant

E Business Management Consultancy • New Delhi, New Delhi

03/2016 - 09/2017

- Programming in ABAP
- Functional FSCD & MM integration in SAP for CMPFO Project
- Data Visualization in Tableau 10
- Architected web portal in Node JS integrated with SAP ERP using FTP , SFTP and PI services

E-Commerce Manager

Hans Rubber and Sports Pvt Ltd • Meerut, Meerut

07/2015 - 03/2016

- Increase revenue by [10 %] through new marketing strategy
- Prepare analytics for traditional and web marketing
- Conduct research on market demands, industry trends, and customer profiles
- Develop website ,marketing campaign with strong time table and budget
- Supervise team of ecommerce department

Skills

- Microsoft office
- Project Management
- Tableau
- PPC Campaign Management
- E-Commerce
- Sales Operations
- Management
- Marketing Strategy
- Social Media Marketing
- Sales Analysis
- Marketing Communications
- Technical Communication

Education

Bachelor of Technology in Computer Science

Maharaja Agarsain Institute of Technology • Ghaziabad, Uttar Pradesh

06/2015

Completed courses and workshops in computer science, robotics.

Volunteered on a monthly basis to prepare meals at the local community old age home.

Senior secondary

Dewan Public School • Meerut, Uttar Pradesh

03/2011

Played the position of defender in the school football team from 2006 to 2008

Participated in Quiz's and other academic events.

Languages

- English
- Hindi