



NIHAL DUBEY

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ABOUT

Dynamic Business Development Manager with a proven track record of driving revenue growth and fostering strategic partnerships. Experienced in [EdTech] and [Import/Logistics] industries, adept at identifying new market opportunities, building strong client relationships, and executing effective sales strategies. Seeking a challenging role to leverage expertise and contribute to organizational success.

WORK EXPERIENCE

Transafe Global limited-NVOCC (Shipping Line) **Joined on Oct 2024**
Senior Executive Sales and Marketing

Key Responsibilities

- Actively participate in the sales process, including quoting, rate negotiation, and closing deals.
- Respond to client inquiries regarding services and provide tailored solutions to meet customer needs.
- Conduct market research to identify new business opportunities and expand the customer base.
- Build and maintain strong relationships with clients, ensuring satisfaction and long-term partnerships.
- Collaborate with internal teams and agents to monitor competition, market trends, and product development.
- Prepare accurate pricing quotes and service proposals based on client requirements.
- Maintain detailed records of sales activities, client interactions, and revenue projections.

Business Development Manager | Global Solution and Compliance Pvt Ltd **May 2022 – Aug 2024**

- **Spearheaded business development** initiatives that resulted in a 30% increase in revenue within 12 months.
- **Cultivated strong relationships** with key clients, leading to a 20% improvement in client retention and satisfaction.
- **Collaborated effectively with cross-functional teams** to ensure seamless execution of business development strategies.
- **Provided mentorship and training** to junior team members, fostering a positive and productive work environment.
- **Successfully onboarded and managed** over 300+ clients during tenure.

Business Development Executive | BYJU's - the learning app **Dec 2021 – April 2022**

Sales and Acquisition

- Actively sourced and engaged with potential customers through various channels (e.g., cold calling, email campaigns, social media).
- Presented Byju's products and services effectively to prospective customers.
- Negotiated and closed deals to achieve sales targets.

Customer Relationship Management

- Built and maintained strong relationships with customers throughout the sales cycle.
- Provided exceptional customer service and support.
- Addressed customer inquiries and concerns promptly and professionally.

Sales Process Management

- Utilized CRM tools (e.g., Salesforce) to track and manage sales activities.
- Analysed sales data to identify trends and improve performance.
- Contributed to the development of sales strategies and tactics.

Team Collaboration

- Collaborated effectively with team members to achieve shared goals.
- Participated in team meetings and training sessions.
- Shared best practices and knowledge with colleagues.

Team Leadership and Management

- Team Leadership: Led and managed a team of 30+ individuals, ensuring efficient workflow and project completion.
- Task Delegation: Assigned tasks effectively based on team members' skills and expertise.
- Performance Evaluation: Conducted regular performance reviews to assess team members' contributions and identify areas for improvement.

Server Administration

- Server Management: Administered and maintained 3 servers, including hardware and software configurations.
- Network Administration: Managed network infrastructure and ensured optimal performance.
- Troubleshooting: Diagnosed and resolved technical issues related to servers and network equipment.

Government Exam Management (Third-Party for TCS)

- Exam Coordination: Coordinated with government exam authorities to ensure smooth exam administration.
- Technical Support: Provided technical support to students and exam administrators during the exam process.
- Compliance Adherence: Ensured strict adherence to government guidelines and regulations for exam management.

JAVA DEVELOPER INTERN | RITES PVT LTD**Jul 2018- Sep 2018**

Successfully completed a 3-month internship as a Java Developer at RITES Ltd., gaining valuable hands-on experience in software development .

EDUCATION**Bachelor of Computer Applications (BCA) | Shri Ramswaroop
Memorial University Lucknow****Aug 2017 - Oct 2020****Intermediate | MGIC Allahabad****Jul 2016 -Jun 2017****SKILLS****Core Skills**

- Sales and Business Development
- Customer Relationship Management
- Market Analysis
- Teamwork and Collaboration

Soft Skills

- Persistence and Resilience
- Time Management
- Adaptability
- Excellent Communication Skills

DECLARATION

I hereby declare that the information provided in this resume is true and accurate to the best of my knowledge. I authorize any verification of the same.