

# Himanshu Aggarwal

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## SUMMARY

I'm an extremely competent and hardworking individual who is constantly trying to develop his skillset and grow professionally. I strive to fully utilize the opportunities that come my way. Strong communication skills, ability to perform under pressure and solving problems creatively are my strengths. I would love to connect with like-minded individuals with whom I could share my knowledge and learn.

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## EXPERIENCE

### Sales Executive

#### Optimity Advisors

July 2023 - March 2024

- Successfully generated high-quality leads and closed deals by leveraging strong communication and negotiation skills, contributing to a 15% increase in client acquisition and expanding the customer base by 45 new clients within 9 months.
- Proactively made 70-80 cold calls daily, effectively engaging potential clients, building relationships, and consistently achieving or exceeding sales targets.
- Coordination, Administration and back-office support.
- Maintaining Client interaction and answering client's queries, if any.

### OPERATIONS INTERN

#### FOOD CHAM PVT LTD

July 2022 - September 2022

- Created and launched promotional campaigns that increased brand awareness by 25% and saw an increase in sales conversions of 59% within a span of 3 months.
- Assisted in decision-making operations, prepared reports, and created strategies to improve operational efficiency by 30%.

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## EDUCATION

### BACHELOR OF BUSINESS ADMINISTRATION (B.B.A.)

MAHARAJA AGRASEN INSTITUTE OF MANAGEMENT STUDIES, GGSIPU • 2023 • 9.34 CGPA

### SENIOR SECONDARY (XII)

CBSE BOARD • 2019 • 83.50%

### SECONDARY (X)

CBSE BOARD • 2017 • 89.00%

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## CERTIFICATIONS

### Business Applications Of MS Excel

Department Of Business Administration, MAIMS

- Awarded certificate of excellence for scoring aggregate score of 95.3 out of 100 in the Skill Enhancement Certificate Course on Business Excel

### SQL

Department Of Business Administration, MAIMS

- Awarded certificate of excellence on completing the course

### Power BI Virtual Case Experience

PwC

### Data Analytics and Visualization Virtual Experience

Accenture

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## SKILLS

Technical Skills: MS Office, Power Bi, SQL, Marketing, Sales, Operations

Soft Skills: Business Communication, Decision Making, Problem Solving, Analytical Skills, Interpersonal Skills, Leadership, Management Skills, Presentation Skills, Team Management