



Aryan Singh Gaur

A highly motivated and performance-driven professional with a strong background in Sales, Business Development and HR targeting similar roles in Delhi NCR.

CONTACT

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CORE COMPETENCIES

- Sales and Business Development
- Revenue Growth Strategies
- Profit Margin Optimization
- Customer Satisfaction Enhancement
- Vendor Fulfilment
- Talent Assessment and Acquisition
- Escalation Management
- Lead Generation

SOFT SKILLS

- Collaborator
- Communicator
- Innovator
- Planner
- Analytical
- Leader

TECHNICAL SKILLS

- Microsoft Office Suite | Lead Management System (LMS) | Operating Systems | Internet Applications

CERTIFICATIONS

- Excel Course from ICA Academy
- MS Excel Specialist from Microsoft

PROFILE SUMMARY

- **MBA (Marketing and HR)** qualified professional with over **1 year** of experience
- Employed as an Associate Senior Executive at Naukri Fastforward, managing the sales process to attract new clients by selling premium services
- Achieved a revenue generation of INR 35.5 Lakhs in the financial year 2022-23, surpassing sales targets
- Acknowledged with multiple appreciations from senior managers / process heads for surpassing the sales targets assigned every month
- Displayed expertise in developing sales contact plans, managing sales cycles, generating leads, closing deals, and maintaining strong client relationships
- Recognized as a quick learner, excellent time manager, collaborative team player, and skilled negotiator

WORK EXPERIENCE

Naukri Fastforward, Infoedge India Ltd., Noida | Jun'22 – Present

Associate Senior Executive

Key Result Areas:

- Managing the end-to-end sales process to attract new clients by selling Naukri premium services
- Actively targeting new sales opportunities through cold calling, networking, and social media
- Setting up meetings with potential clients, understanding their requirements and concerns, and presenting tailored solutions to address their needs and preferences
- Preparing and delivering persuasive presentations on products and services

INTERNSHIPS

IFORTIS

HR Recruiter Intern | June 2021 - August 2021

Key Result Areas:

- Assisted in HR recruitment activities, supporting the talent acquisition process by identifying, screening, and interviewing potential candidates for various roles and positions

Getmyuni | May 2021 - November 2021

Inside Sales Intern

Key Result Areas:

- Interacted with parents and students to enroll in the right college through cold calling, managing complete account management from documentation to admission

Universal Tribes | April 2021 - May 2021

Marketing and Sales Intern

Key Result Areas:

- Assisted in organic product marketing and sales (B2C)

Appwars Technologies | June 2020 - September 2020

Social Media Marketing Intern

Key Result Areas:

- Worked on social media calendars, updated social media accounts and gauged the success of campaigns

PERSONAL DETAILS

- Date of Birth: 28th July 1997
- Address: New Ashok Nagar
Delhi - 110096, India
- Languages Known: English,
Hindi

EDUCATION

- **MBA (Marketing and HR) | 2022**
Galgotias College of Engineering and Technology, Greater Noida, UP, 2022
- **BBA | 2020**
B.B.D. University, Lucknow, UP, India
- **Higher Secondary | 2015**
B.V.B. Public School (C.I.S.C.E. Board), Hardoi, UP, India
- **Matriculation | 2013**
B.V.B. Public School (C.I.S.C.E. Board), Hardoi, UP, India