

RESUME

KIM KANWAR

kimkanwar9710@gmail.com

Ph: +91-8860996090

CARRIER OBJECTIVES:

To facilitate the organization in its growth and development with focus on its goals and Objectives by putting sincere and dedicated hard work in harmony with others.

EDUCATIONAL QUALIFICATION:

Qualification	Board/university	Year of Passing	Percentage (%)
Bachelor Of Business Administration	GGSIPU	2018	7.8 cgpa
12 th	CBSE- Delhi Public School, indirapuram Ghaziabad	2015	80
10 th	CBSE- Delhi Public School, Indirapuram Ghaziabad	2013	66

➤ WORK EXPERIENCE

❖ **MastersIndia IT Solutions Pvt. Ltd**

Job Role: Business Development Representative

Duration: 15th July'19 till Present

1. Key Responsibilities:

- Build contacts with potential clients to create new business opportunities
- Keep prospective client database updated
- Make cold calls for new business leads
- Support in writing new business proposals
- Maintain knowledge of all product and service offerings of the company
- Arrange meetings for senior management with prospective clients
- Follow company guidelines and procedures for acquisition of customers, submission of tenders etc.

•

❖ **Easemy Business Pvt. Ltd- EasemyGST**

Job Role: Marketing Executive

Duration: 16th August '18 till 30th June '19

1. Key Responsibilities:

- Lead generation for SAAS Product EaseMyGST in Mid and Large enterprises.
- Follow up with prospects during sales cycle to support Sales team.
- Demonstrating Product as a Presales activity.
- Manage partner network in regular support for product and sales.
- Responsible for partner enablement by knowledge transfer.

2. Key strengths and Achievements

- Ability to reach out mid and large enterprises and identify the right contact.
- Ability to convey product strength to the clients and support sales team by fixing further meetings.
- Efficient in interacting with 'C' level executives.
- Generated qualified leads of organizations ranging from 10cr to 20,000cr of turnover from diversified industry verticals.
- Strong communication skills.
- Strong market understanding and research skills.

❖ **NUVO HealthCare**

Job Role: Intern (operations and research)

Duration: 6th June '17 to 6th Aug '17

- Involved in researching about Hospitals for medical tourism.
- Hospitals visits to observe International patients.
- Finding best hospitals in Pacific Countries.

TECHNICAL SKILLS

Operating Systems: WINDOWS 8/10 Edition
Application Software: MS Office, MS PowerPoint.

❖ **SKILLS**

- Punctuality
- Positive Attitude
- Hardworking
- Team Player

❖ **PERSONAL DETAILS**

- **Mobile:** +91-8860996090
- **B' Date:** 10/06/1997
- **Languages:** English, Hindi
- **Address:** dell b-1001 HRC apartments, Indirapuram Ghaziabad
- **Father's Name:** Mr.Rakesh Kanwar
- **Father's Occupation:** Job
- **Hobbies:** reading books, listening to music

❖ **REFERENCES**

1. Dr.Vinay Ojha
Associate Professor, Tecnia Institute
Vinayojha2003@gmail.com
+919873602304
2. Mrs.Meena Gupta
Director, RG Medicare Pvt Ltd,
mg@nuvohealthcare.com
+919818190066

DECLARATION: I solemnly hereby declare that all the information provided above is true to the best of my knowledge.

Kim Kanwar

Place: Ghaziabad

Date: 25/10/18