

VARUN SHARMA

BUSINESS EXECUTIVE

Experienced business Executive based in New Delhi, Gurugram with hands-on expertise in market research, analysis and evaluating growth strategies. Adept at networking with decision makers, conducting business introductions, and growing a customer base. Excellent communications and presentations skills with proficiency in CRM and MS office. Recognized for consistent performance and achieving targets.



✉ varun.kishor.9@gmail.com

☎ 08802580934

📍 762 E/1, G-BLOCK, AYA NAGAR, NEW DELHI, INDIA

WORK EXPERIENCE

BUSINESS/MARKETING HEAD RECON PVT LTD (5 months)

04/2022 - 09/2022

Achievements/Tasks

- Client Relationship Management: Establishing and maintaining long lasting relationship with clients for future expansion plans.
- Created and managed a database and creating effective meeting agendas to capture appropriate clients information, needs and concerns
- Manage the organization's investment and financial risk

Coordinator Friend's Engineering(2years 2 months)

02/2019 - 04/2021,

Achievements/Tasks

- Efficiently used CRM software for effective customer engagement and tracking sales revenue.
- Analyzed clients' financial situations and solved financial needs by customizing comprehensive investment.
- Coordinated, organized and participated in promotional activities.
- Analyzed large data sets to identify market trends on google analytics and prepared presentations showcasing the results

Providing financial guidance and support to other member of the organization.

Prepare payment schedule with business partners and review payment plan before payment release to vendors.

Ensuring timely and accurate payment to the vendors.

EDUCATION

MBA (finance) NMIMS

01/2023

B.SC (chemistry) Magadh University

04/2013 - 08/2017,

SKILLS

Market Analysis

CRM SOFTWARE

Financial Analysis

GAAP

LABOUR LAW

Client conversion

PERSONAL PROJECTS

Developed market for product and built customers, Vendors.

Review and approving financial transactions.

ACHIEVEMENTS

Improved customer retention value by 45% with revenue.

Completion of major product within budget an ahead of schedule.

Reduced business costs

Saved the company from spending money

Improved ties with all departments, which made it easy to reach out to them concerning financial matters.

LANGUAGES

HINDI

Native or Bilingual Proficiency

ENGLISH

Full Professional Proficiency

INTERESTS

In my spare time, I enjoy going out with friends and sometime solo. I am also fascinated by geography and history, and regularly travel around the country to visit various tourist attractions.