



HIRTIK CHAUHAN

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Skills

- Customer Relations
- Client Dealing
- Communication Skills
- Strategic Planning
- Attention to Detail
- Multitasking Abilities
- Conflict Resolution
- Negotiation
- Management Skills
- Teamwork and Collaboration
- Organizational Skills
- Time Management

Sales Consultant

With a solid background in team leadership, brand vision creation, and strategic sales distribution, I have successfully driven business growth by attracting new clients, securing investments, and forming strategic partnerships. My leadership approach emphasizes collaboration, dedication, and diligence, which has helped me consistently achieve sales goals. I take pride in fostering long-term relationships with clients and ensuring their satisfaction through personalized post-sales follow-ups.

Work History

Officer 02/2024 - 09/2024
Lovely Professional University – Jalandhar, India

- Established and maintained strategic partnerships with over **10 Z category schools**, boosting academic outreach through **university-led workshops**.
- Led the planning, coordination, and execution of over **15 workshops for 1000+ school children**, ensuring high participant engagement and positive feedback.
- Engaged with school stakeholders to promote university workshops, **resulting in a 20% increase** in school **collaborations** and **effective communication** of program benefits.

Key Account Manager 01/2023 - 02/2024
Cogoport – Mumbai, India

- Successfully managed operations across three branches in Mumbai, Gurgaon, and Ludhiana, **implementing strategic initiatives** to optimize performance and achieve KPIs.
- Led and motivated teams of **5+ across multiple locations**, fostering a high-performance culture through regular **training sessions** and **skill development programs**.
- Conducted comprehensive market analysis in each location, refining lead generation campaigns and **increasing qualified leads** entering the **sales pipeline by 25%**.

Sales Executive 06/2022 - 07/2022
Jindal Stainless Steelway Limited – Gurgaon, India

- Led sales initiatives across Punjab and Himachal Pradesh, **driving market penetration** and exceeding regional sales goals.
- Mapped **target customers** for stainless-steel products to optimize market positioning.
- Generated queries for **400MT** of stainless steel products, surpassing sales targets and contributing to growth in local market share.

Assistant Business Development Manager 03/2021 - 10/2021
CWC Immigration Solution – Mohali, India

- Progressed from **Business Executive** to **Team Leader** and Assistant Business Development Manager at CWC Immigration Solution.
- Generated and qualified leads, **managing CRM systems** to enhance customer interactions and streamline sales processes.
- Consistently closed sales deals, demonstrating **strong negotiation skills** and contributing to sustained business growth.

Certificates

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| • Completed Product Management course Great Learning | 06/2024 |
| • Completed Google Ads Campaign Great Learning | 06/02024 |
| • Successfully completed Negotiation course Coursera | 02/2022 |

Achievements

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| • Top 2nd in C.A.K.E test Cogoport | 07/ 2023 |
| • Best Brand Promoter Resonance | 08/2019 |
| • In Top 10 Academic Performer CGC | 08/2019 |

Education

Masters of Business Administration (MBA): CGPA 7.51 Lovely Professional University Phagwara, India	07/2023
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Bachelors of Business Administration (BBA): CGPA 7.14 Chandigarh Group of Institution Chandigarh, India	07/2021
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Languages

English Hindi

