



AMAN CHATURVEDI

Mumbai, India

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Nationality

Indian

Skills

Teamwork

Negotiation Skills

Networking Skills

Customer Relationship
Management

Marketing

Business Development

Sales Presentations

Sales Strategy

Market Trends

Sales

Market Research

Persuasiveness

Strategic Thinking

Success Driven Person

Interviewing

Public Relations

Social Media

Accounting

Profile

A fast learner with a great work ethic and the ability to work independently or with others.

Employment History

Business Development Manager (Sales), V3 Realty

October 2022 – Present

▮ Developed and implemented sales strategies that resulted in a 25% increase in annual revenue.▮ Generated leads through market research, networking, and attending industry events, leading to 50+ new client acquisitions.▮ Built and maintained strong client relationships, achieving a 90% client retention rate.▮ - Delivered persuasive sales presentations and negotiated contracts, successfully closing deals worth over \$2 million.▮ Managed client accounts, addressing concerns and ensuring high levels of satisfaction and repeat business.▮ Analyzed sales performance and market trends, providing strategic recommendations to senior management.▮ Collaborated with marketing and product teams to align strategies and improve client offerings.▮ Trained and mentored junior sales team members, fostering a collaborative and results-driven environment.▮ Managed the sales budget, ensuring all strategies were cost-effective and contributed to profitability.▮ Continuously sought ways to improve sales processes, staying updated with industry trends and best practices.

Artist Manager, BookMyshow

August 2020 – Present

▮ Developed and executed strategic career plans for a roster of artists, leading to increased visibility and revenue.▮ Negotiated contracts and endorsement deals, securing favorable terms and protecting artist interests.▮ Managed financial aspects of artist careers, including budgeting, accounting, and royalty tracking.▮ - Planned and coordinated national and international tours, handling all logistics and travel arrangements.▮ Created and managed marketing campaigns that boosted social media followings by 40% and increased engagement.▮ Acted as the primary liaison between artists and industry professionals, fostering valuable relationships.▮ Organized promotional events and public appearances, enhancing artist profiles and audience reach.▮ Provided guidance on artistic development, collaborating with producers and songwriters to create new

Knowledge of Finance

Logistics Operations

Coordination Skills

Customer Satisfaction

Strategic Management

Risk Management

Leadership

Languages

English

HINDI

ODIA

BENGALI

URDU

BHOJPURI

material.▯ Handled press and media inquiries, managing the public image and conducting interviews and press releases.

Mantra Events

July 2019 – Present

July 2019 to August 2020Manpower Management▯ Developed and executed staffing plans for events with up to 1,000 attendees, ensuring optimal staff coverage and resource allocation.▯ Recruited, trained, and supervised a pool of 200+ event staff, including temporary workers and volunteers.▯ Created and managed shift schedules, accommodating last-minute changes and ensuring seamless eventexecution.▯ Implemented training programs that improved staff performance and customer satisfaction by 20%.▯ Managed the manpower budget, reducing labor costs by 15% through strategic staffing solutions and negotiationswith agencies.▯ Ensured compliance with health and safety regulations, resulting in zero major incidents across all events.

Education

RD NATIONAL COLLEGE , Bandra

June 2019 – June 2022