

SAHIL AGNIHOTRI

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EDUCATIONAL QUALIFICATIONS

Course	Institute	Year	Achievement	Score
Bachelor of Commerce	EIILM University, Sikkim	2013	Completed with the first-class merit	70%

WORK EXPERIENCE

Account Project Manager- Globibo Singapore Pte Ltd	Aug 2023 -Present
<ul style="list-style-type: none">Revenue Growth and Client Relations: Executed strategies that led to substantial revenue growth and the establishment of enduring client relationships.Project Management: Collaborated with customers to define and document project scopes, efficiently managed project interactions, and identified strategic partners for sustainable growth.Database Management: Spearheaded in creating mind maps and maintaining a comprehensive domain/client term database.Quick Adaptation and Results: Successfully managed and executed 11 projects using ERP system, generating SGD 3,000 in revenue. Additionally, onboarded 10 new vendors, expanding and diversifying our supplier network.	
Business Development Manager Linguashine Communication Services	Dec 2022 -May2023
<ul style="list-style-type: none">Client relationship management: Identified growth opportunities with active engagement with 20 clients.Demonstrated leadership in establishing and leading a high-performing business development team, consistently achieving targets, and collaborating closely with the manager to share winning strategies.Drove innovation and contributed to significant revenue growth by consistently exploring and implementing innovative approaches. Concurrently, provided valuable training to 3 executives.Onboarded 12 clients within 6 months, including IFFCO, KSHEMA, Mahindra, and TATA as clients, driving business development and establishing valuable client partnerships.	
Partnership and Promotion Manager District Administration Gurugram, Govt. of Haryana	Apr 2022 – Jun 2022
<ul style="list-style-type: none">Effective Outreach Strategy: Successfully executed the company's outreach plan, including the creation of engaging content such as mailers, leaflets, and social media posts to attract potential partners.Proactive Partnership Development: Collaborated with educational institutions, government agencies, and corporate sector, resulting in the identification and exploration of valuable partnership opportunities.Mental Health Advocacy: Organized and conducted impactful webinars and seminars, raising awareness about mental health and contributing to a more informed and supportive community.	
Project Assistant Indian Institute of Technology, Delhi	Mar 2021 – Jun2021
<ul style="list-style-type: none">Institutional Management Partner: Contributed to the Covid-19 Vaccine rollout by efficiently managing data entry and crucial vaccination-related data collection.	
Language Transcriber Lingual Consultancy Services Pvt. Ltd.	Nov 2018 – Nov 2019
<ul style="list-style-type: none">Accent Versatility: Specialized in transcribing files featuring diverse English accents, showcasing adaptability and linguistic proficiency.Precision and Quality Assurance: Proofread and edited content, consistently delivering accurate and high-quality results.Quality Control Expertise: Spearheaded maintaining stringent quality standards throughout the transcription process, ensuring client satisfaction and project excellence.	
Project Coordinator Seminal Research Pvt. Ltd.	Oct 2018 – Dec 2018
<ul style="list-style-type: none">Efficient Team Leadership: Spearheaded the recruitment and management of a 500-member team responsible for in-car voice recordings, ensuring seamless operations.Strategic Collaboration: Orchestrated a successful partnership with renowned automobile giants, BMW and Daimler AG, resulting in the project's successful execution.	
Business Development Manager Language Mark Inc	Jul 2016 – Dec 2017
<ul style="list-style-type: none">Market Research and Opportunity Identification: Demonstrated proactive identification and in-depth research of new sales and market prospects within strategically vital growth sectors.End-to-End Sales Management: Spearheaded lead identification, delivered credential pitches tailored solutions, resulting in the successful generation of new business opportunities.Sales Target: Demonstrated a track record of consistently surpassing monthly, quarterly, and annual sales targets, consistently achieving and exceeding set objectives.	
Assistant Manager Business Development Lingual Consultancy Services Pvt. Ltd.	Feb 2014– Mar 2016
<ul style="list-style-type: none">Corporate Sales and Key Account Management: Led Corporate Sales and Key Account Management, collaborating with cross-functional teams to consistently surpass sales targets and providing exceptional client service; training and mentoring new members.Strategic Database Creation and Lead Generation: Initiated and maintained a comprehensive industry-specific database, actively engaged in cold calling and lead generation activities leading to successful sales.Effective Corporate Presentations: Delivered compelling corporate presentations to clients, effectively showcasing offerings and value proposition, further enhancing sales efforts.	
SKILLS AND CERTIFICATES	
<ul style="list-style-type: none">Business Development; Client Servicing; Sales & Marketing; Customer Service; Operations Management; Project Management; Social Media Management; ERP, MS OfficeBusiness and Marketing Management, IIT Delhi (2021), Marketing NDIM 2021, Fundamental of Digital marketing Google.	

