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- **Education and Qualifications**

- HPAIR 2021- Harvard University
- **Google Certification:** Digital Garage - Fundamentals of Digital Marketing 2019
- Certification from **IIT Delhi in Business Strategy and Marketing Management**
- **Bachelors of Commerce** from Eastern Institute of Integrated learning in Management (2010 – 2013 )
- High School **CBSE Board** ( X & XII) from **Ramjas School, New Delhi.**

- **Objective**

Sales professional having seven-plus years of experience in different domains. I am dedicated, passionate and proficient in Client Servicing and Management skills, with a zeal for learning and indulging in new project experiences. Focused towards the delivery of excellence in client service delivering client satisfaction resulting in established repeat business along with quality assurance with cost-effectiveness and maintained consistent steady growth.

**Professional Experience**

- **Business Development Manager**

**LinguaShine Communications Pvt Ltd ( December 2022-)**

Responsible for developing businesses in selling Localization services, IT, and Digital Marketing.

- Dive deep into understanding their business and the potential for business alignment.
- Create, train and lead a team of business development executives.
- Responsible for Team target and will share the strategies / target plan to reporting Manager.
- Foster Strong Client Relationships
- Representing company at various events
- Working out of the box to meet additional benchmarks to let the company experience good revenues in an ongoing period & in the coming times.

- **Vegan startup- Mistaya Sweets**

**Entrepreneur (June 2020- Present)**

We are a start-up making Vegan Traditional sweets, we have minimalized our sugar usage and we depend more on naturally sweet ingredients. Thanks to the pandemic almost everything is homemade and made by home chefs with all the love and keeping in mind the current scenario we take all the measure for health and hygiene.

Sweets are not bad for health, and our sweets will give you a guilt-free experience Sweets lift you when you're feeling low, makes you, even more, happier when you are happy and nothing beats a good old sugar rush, especially when they are as delicious or even more delicious than which are made out of dairy products. Not only are the sweets important, we feel the whole process of making them is important to give you the experience of a guilt-free purchase. We know that you care for the environment – and so do we. Let’s make sweets even sweeter with natural flavors and no dairy products, cruelty, and guilt-free.

- **Partnership and Promotion Manager**

**IWill & District Administration Gurugram (April 2022- June 2022)**

Executing reach out plan assigned by the company and administration. Creating content, mailers, leaflets for partners and social media posts and campaigns reaching out schools, colleges, institutes, government and corporate offices for partnership and conducting webinar and seminar for spreading awareness about Mental Health.

- **Marketing Manager**

**Gokadabra Digital ( November 2021-January 2022)**

Plant based kitchen voted must have by Hindustan Times.

Organizing events and managing logistics of the company.

Conduct business plan and strategy, developed business model and participated in all facets of business development that is needed to run and promote business. Identifying new opportunities and sustaining business.

- **Project Assistant Admin**

**Indian Institute of Technology (March 2021-June 2021)**

Got an opportunity to provide my support on Covid 19 Vaccine Roll out: Institutional Management Partner. Wherein, my role was for Data entry operations and collecting data for vaccination.

- **Quality Analyst**

**Lingual Consultancy Pvt Ltd. (Nov 2018 – Oct 2019):**

Worked as Freelancer English to English Transcriber and Quality Check. Transcribing the Audio files of different English accent to text. Proof Reading and editing the files.

- **Project Coordinator**

**Seminal Research (Oct – Dec 2018):**

Worked as coordinator in and AI project Voice Data Collection. Wherein we recruited 500 people and did voice recording inside the cars as the end client was an Automobile company (BMW& Daimler AG). When did the recording sessions as and when needed by the team.

- **Founder and Entrepreneur: Weird Time Food {WTF}**

(July 2016 - May 2018) Late night delivery restaurant.

Conducted a business plan and strategy, developed business model and participated in all facets of business development that is needed to run and

promote business. Identifying new opportunities and sustaining business growth. With an overview of the digital and social media marketing world. Starting from the scratch deciding the name that give some resemblance to service provided, recruiting chefs and other support staff, deciding menu and budgeting, sourcing raw material and packaging material connecting with different vendors to minimize the production cost without changing taste and quality, helping in food preparations and delivering food when delivery boys were not available even at 5.00am in dark cold winter morning. **Roles Undertaken:** Sales & Marketing, Client Relation, Operations, Vendor Management, Customer Satisfaction, Leadership Team Management, Budgeting and Restaurant operations.

- **Manager Business Development**

  - Language Mark INC (Jul 2016 - Dec 2017)**

  - Identifying and researching new business sales & market opportunities in strategic growth sectors. Manage sales process, lead credentials pitch and provide solution as appropriate to generate new business. Achieve assigned monthly, quarterly and annual sales objectives.

- **Assistant Manager Business Development**

  - Lingual Consultancy Services Pvt Ltd (Feb 2015-2016)**

  - Responsible for Corporate Sales and Key Account Management. Working with other teams to achieve sales performance targets, Client Servicing, Training new team members. Any other responsibility assigned by the Reporting Manager. Supporting any new initiative by the company.

- **Business Development Executive**

  - Lingual Consultancy Services Pvt Ltd(Feb 2014-2015)**

  - Create and generate database of different industries, cold calling, Lead generation for various services. To generate quality leads that result in sales. Giving corporate presentation to clients.

- **Supervisor**

  - Giani Ram Taxi Services (August 2012- December 2013)**

  - Create and generate roasters for driver and Cabs for EXL, Wipro employees for pick and drop services as they were outsourced to GRTS.

*Professional references and testimonials, on request.*

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