



# AKSHIT SAXENA

D.O.B – 19<sup>th</sup> August 1996

Marital Status – Single

LinkedIn Profile – <https://www.linkedin.com/in/akshit-saxena-672a71168>

## PROFILE

An enthusiastic and focused professional; targeting assignments in Sales, Business Development, Key Account Management with a growth-focused organization to achieve organizational goals effectively.

## PERSONAL COMPETENCIES

- Lead Development for potential customers
- Excellent communication skills
- Self-motivated
- Result driven approach
- Effective time management

## EDUCATION

### IILM University, Gurgaon

2019 - 2021

MBA in Marketing

### IMPACT, Rampur

2016 - 2019

Bachelor of Art

## CONTACT

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## PROFESSIONAL HIGHLIGHT

- Experienced in evolving new lines of business through account prospecting.
- Prioritize building good relationships with customers.
- Constantly exceeded month on month sales goals.

## WORK EXPERIENCE

### The BIM Engineers

Business Development Executive (USA Market)

September 2021 – Till Now

- Proposal development and negotiations to realize outstanding sales performance and business growth.
- Market research
- Lead Generation
- Execution of outreach process consisting of phone, email & social touches.

### Swati Menthol & Allied Chemicals Ltd.

Assistant Manager, Quality Assurance

January 2017 – July 2019

- Handling Audits.
- Looking at all the documentation parts.
- Filling the buyer's questionnaires.
- Testing of products on Anton Paar instruments.

### Peacock Solar

Strategic Marketing Analysis & Digital Marketing

June 2020 – July 2020

- As a market researcher inter responsible for analyzing the data and generating B2B & B2C leads.
- As a digital marketing intern, I create campaign on Mail-Chimp& content writing.