



# Himanshu Mishra

## Business Development Manager

An independent and self-motivated Post graduate with proven and tested negotiation, sales and marketing skills.

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## WORK EXPERIENCE

### Business Development Manager MyGate

09/2019 – Present

Mumbai

#### Key Result Area

- Strategic Lead Generation: Mapped entire region & identified 4500 properties to Approach for MyGate implementation.
- B2C Client On-Borading : As a part of Business On boarded 42 Sites 12 sites are in final Stage of negotiation
- Channel Partnership: To improve lead funnel, Connected with channel partners like Security agencies, Facility Management firms, Accountants, etc. This help in improving count of leads by 20%.
- Inside Sales Lead management: Worked with central inside sales team & ensure that every lead gets attended within 20 minutes after assigning to me or an executive.
- Operations Planning: Planned every activity of operations after onboarding a site. Kept track of daily visit to sites & client doubt resolutions.

### Senior Relationship Manager ICICI Securities

04/2019 – 09/2019

Mumbai

#### Key Result Area

- Identifying customer's financial needs and building relationship.
- Planning customers Investments helping them achieve their financial goals.
- New customer acquisition and customer retention.
- Cross Sell different products to Customers – Insurance, Loans etc.
- Promote digital Banking Service

## EDUCATION

### PGDM Marketing ITM Business School

03/2017 – 04/2019

Mumbai

### B.Com ( Commerce & Computer ) Bhopal School of Social Science

03/2013 – 04/2016

Bhopal Madhya Pradesh

### 12TH (COMMERCE) Bundelkhand H.S School

03/2012 – 04/2013

Chhatarpur , Madhya Pradesh

## SKILLS

Action oriented and a "can do" person.

Can be a Leader as well as aTeam player.

Good interpersonal & communication skills.

Positive and focused

Excellent in telephonic conversations

## EXTRA- CURRICULAR ACTIVITY

Collage E-cell External Event Coordinator

## LANGUAGES

English ● ● ● ● ○

Hindi ● ● ● ● ○

## INTERESTS

Travelling

Swimming

Football