HARSHIT VERMA

CONTACT DETAILS

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in https://www.linkedin.com/in/harshit-verma-

EDUCATION:
- Master of Business Administration
  Marketing & Finance
  Symbiosis Institute of Digital & Telecom Management, Pune
  July 2021 – March 2023
- Bachelor of Computer Application
  Institute of Management & Research, Ghaziabad
  August 2015 – June 2018

CORE COMPETENCIES

Business Development Strategies

Contract Negotiation

Sales Enablement

Competitive Analysis Techniques

Market Entry Strategies

Digital Transformation Initiatives

ACHIEVEMENTS:
- Represented the Truminds at India Mobile Congress 2023, enhancing brand visibility and connecting with key industry stakeholders.
- Recognized for outstanding performance in business development, significantly increasing overall revenue.

TECHNICAL SKILLS:
- Power BI
- Microsoft Excel
- Data Analysis
- PowerPoint
- Tableau

SOFT SKILLS:
- Project Management
- Communication
- Research
- Collaborative

PERSONAL DETAILS
- Date of Birth: 10th March,1999
- Languages Known: English, Hindi
- Address : Novel Enclave, Gurugram, Haryana, 122017

PROFILE SUMMARY:
- Nearly 4 years of experience in the IT industry, with a strong track record in fostering client relationships and driving revenue growth.
- As Assistant Manager at Truminds Software System, led initiatives to identify and leverage new business opportunities, enhancing client engagement and satisfaction.
- Expert in market research and analysis methodologies, utilizing data-driven insights to guide strategic decision-making and uncover emerging trends.
- Spearheaded a project that achieved a remarkable increase in lead conversion rates, showing the aptness to execute impactful strategies that enhance business performance.
- Proficient in advanced analytical tools such as Power BI, Excel, and Tableau for data analysis and visualization, leading to improved strategic recommendations and insights.
- Proven aptness to lead cross-functional teams in executing complex projects, fostering a collaborative environment that drives successful outcomes and continuous improvement.

WORK EXPERIENCE:

Truminds Software System   **April 2023 – July 2024**
Assistant Manager - Business Development
Gurugram, Haryana
- Strategized with senior leaders to identify growth opportunities, enhancing B2B lead generation and client conversion.
- Cultivated strong relationships in IT and digital transformation, ensuring collaboration and client satisfaction through effective communication.
- Conducted market research for new business opportunities and developed a successful market entry strategy, resulting in new client acquisitions and increased team productivity.

Virtuzo Infosystems   **June 2018 – Sep 2020**
Associate - Business Technical Services Support
- Provided first-level technical support, resolving issues and managing ticketing systems to minimize disruptions.
- Escalated unresolved issues to higher-level teams, ensuring timely resolutions and maintaining clear communication with users.
- Assisted clients with product inquiries, enhancing customer satisfaction through effective communication and collaboration with cross-functional teams.

INTERNSHIP:

AT&T   **April 2022 – June 2022**
Market Research Intern
- Conducted extensive market research in IoT technologies, identifying business use cases and market opportunities.
- Developed an actionable plan to guide tailored IoT solutions, enhancing market penetration.

TATA Tele Business Services   **June 2022 – August 2022**
- Delivered impactful client presentations to strengthen long-term relationships and provide customized solutions.
- Contributed valuable insights during team meetings, fostering a collaborative environment.

Kyro   **Dec 2021 – January 2022**
Market Researcher (Live Project)
- Conducted competitive analysis to identify strategies for market advantage.
- Analyzed demand and trends in the fitness industry, providing actionable insights for strategic decisions.

RESEARCH AND PUBLICATIONS:
Published the research paper titled "Implementation of IoT & Applications in Smart City for Achieving a Smart Environment" in the IEEE Xplore conference proceedings of ICAISS.

CERTIFICATIONS:
- Introduction to Cloud Computing with AWS, Azure and GCP (2022)
- Introduction to Risk Management (2022)
- Introduction to Cybersecurity Tools and Cyber Attacks (2022)