

AKSHAY SUNIL TARARE

Business Development Manager

📍 New Delhi, India

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Career Objective:

A self motivated person with proven leadership and communication skills. Professional business development manager with more than 1 year of experience in business development and desired to be a part of vibrant and leading organization.

Work

Experience:

Feb 2021 - Till Date

Ajayvision Education Pvt. Ltd

Vision IAS

One of the leading EdTech companies of India which helps students to prepare for all sorts of Government exams.

June 2020 - Nov 2020

Franchise India Brand Ltd.

Franchise solution company. It's a platform where brands & investors meet.

Internship

Apr 2019 - Jun 2019

Oyesterconnect.com

online Student workforce platform which provides live project opportunities.

Education

2018 - 2020

2012 - 2015

Certification

2022

Skills:

- Project Management Skills
- Marketing
- Digital Marketing
- Team Management
- Negotiation
- Critical Thinking
- Communication Skills
- MS Office

Business Development Manager

Achievements/Tasks

- Develop and manage relationship with senior management and Faculty at colleges and educational institutes through email, telephonic or face to face conversations.
- Strategy Planning
- Take complete ownership of the event management process, plan events and attendance for specific events and achieve the target audience engagement.
- Negotiate with college administration, faculty and student bodies for business development and brand building
- Brand Building strategy and execution-mainly through BTL activities like events, seminars, contests etc.
- Build partnerships through institutional tie ups

Assistant Manager

Achievements/Tasks

- Screening of investor portfolio in terms of best fit as per investment bandwidth, location, and work profile.
- Working as an interface between brand and investors for closing franchises up till signing of agreement
- Handling Brand and Investor portfolio
- Acquiring of investors for franchisee sales.
- Servicing of investors/ Client and Customer Relations.
- Arranging meeting between brand and investor.

Marketing Intern

Achievements/Tasks

- Selling medicines to existing and new customers with the help of App.
- Gathering college reviews from students.
- Collect voice donation from people in different languages.
- To increase user base & engagement on App.
- Building Customer Relationship.

Post Graduate Diploma In Management
Imm-Fostiima Business School

Bachelor of Commerce
Delhi University (SOL)

Certified in Strategic Digital Marketing & Analytics
IIM Rohtak.