

Himanshu Gautam

GROWTH MANAGER - Enterprise

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Noida, India

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Results-driven Growth Manager with expertise in client acquisition, revenue growth, and portfolio management. Skilled in data-driven strategies, social media optimization, and CRM tools, consistently exceeding targets. Award-winning professional with a strong record in product launches and cross-functional collaboration.

WORK EXPERIENCE

Growth Manager Enterprise

Bunch Microtechnologies Private Limited

06/2023 - Present

Noida, India

Achievements/Tasks

- Collaborated with business clients to implement growth strategies, ensuring diversification and portfolio expansion.
- Achieved and consistently exceeded monthly Gross Merchandise Value (GMV) targets through strategic portfolio management and competitive pricing.
- Managed and optimized social media strategies for clients, resulting in increased brand visibility and engagement.
- Collaborated with cross-functional teams (marketing, finance, sales) to execute campaigns and resolve partner issues, ensuring seamless operations.

Business Development Executive

Unacademy

06/2021 - 05/2023

Noida, India

Tasks

- Expertly utilized Customer Relationship Management (CRM) tools to streamline client interactions and data management.
- Presented and demonstrated product solutions virtually, maintaining detailed data for performance analysis.
- Managed the sales process from initial contact through qualification, ensuring effective client engagement and conversion.

Business Development Associate

JK Risk and Insurance Broker Pvt Ltd |

02/2020 - 05/2021

Noida, India

Tasks

- Administered business operations and addressed client needs by developing and implementing improvement plans.
- Maintained extensive product and service knowledge to deliver expert-level support to clients.

EDUCATION

PGDM(Marketing&Finance)

I.T.S.Ghaziabad

07/2018 - 10/2020

Ghaziabad, India

SKILLS

Organizational skills

Social Media Marketing (YouTube & Instagram)

Sales processes

Revenue Optimization

Client Engagement.

Key Account Management

CERTIFICATES

Management Information System(M.I.S)

Digital Marketing

Advanced Excel and Microsoft Office

HONORS AWARDS

One in a Million (09/2024)

Classplus

- Achieved highest monthly performance metrics, surpassing targets and setting new benchmarks.

One in a Million (08/2024)

Classplus

- Achieved highest monthly performance metrics, surpassing targets and setting new benchmarks.

Launcher Man (04/2024)

Classplus

- Facilitated successful product launches for businesses by developing and implementing strategic go-to-market plans.

LANGUAGES

Hindi

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

INTERESTS

Travelling

Food

Cricket