



RAHUL SINGH

Business Development Manager

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Summary

Results-driven Business Development Associate with a proven track record in driving growth and revenue strategies. Currently excelling as a Business Development Associate, delivering measurable outcomes in revenue expansion. Successful track record as a Growth Associate, showcasing proficiency in market analysis and strategic business development. Previous internship provided foundational skills in market trends and relationship building. Proven ability to identify and capitalize on opportunities, forge strategic partnerships, and implement effective sales strategies.

Professional Experience

FlytBase

Business Development Associate, Feb 2022 – Present

- Collaborate closely with cross-functional teams to identify and cultivate business opportunities, ensuring a cohesive approach towards achieving organizational growth objectives.
- Establish strategic partnerships with key industry players, leading to a 25% expansion of Flytluse's network and increased business opportunities.
- Proficiently manage CRM systems, including Pipedrive and HubSpot, ensuring accurate and up-to-date records of client interactions and deal progress.

SAWO LABS

Growth Associate, Aug 2021 – Jan 2022

- Identified and evaluated potential B2B clients aligned with our product offerings, contributing to the expansion of the client base.
- Conducted thorough market research to identify emerging trends and opportunities, providing valuable insights for product development and marketing strategies.
- Collaborated with cross-functional teams to launch joint promotional activities, leading to a 30% boost in user acquisition from partner channels.

Veeyes Engineering

INTERNSHIP, Jan 2021 – April 2021

- Developed a comprehensive understanding of production processes, with a primary focus on the intricacies of the Quality Department's operations.
- Collaborated with team members to streamline inspection procedures, resulting in a more efficient workflow and improved overall productivity.
- Identified opportunities for process improvement within the Quality Department, proposing and implementing efficiency-enhancing measures.

Passion

Drummer and Musician:

- Actively engaged with 4 Indian metals bands, performing in 25+ shows across
- Released debut album 'Kill The King' in November 23, receiving positive review
- Notable performances include Outrage Festival 24 with renowned band Chao Mumbai/Pune with 'Kill the King' (300+ people).

Fitness Enthusiast:

- Dedicated weight training enthusiast with significant knowledge and experience in muscle building.

Reference

Available Upon Request

Education

Bachelor of Technology in Mechanical Engineering

Manipal University Jaipur | July 2017 – July 2021

Core Competencies

- Developed and executed strategic business plans, contributing to overall growth and market presence.
- Conducted comprehensive market research, identifying new opportunities and industry trends to inform business decisions.
- Demonstrated success in sales and lead generation, contributing to meeting and exceeding sales targets.
- Effectively managed client accounts, showcasing strong client relationship management skills.
- Developed and delivered engaging presentations, showcasing excellent verbal and written communication skills.

Key skills

- Strategic Planning
- Market Research
- Sales and Negotiation
- Relationship Building
- Lead Generation
- Client Management
- Data Analysis
- Contract Negotiation
- Networking
- Presentation Skills
- Technology Proficiency
- Customer Focus
- Innovative Thinking
- Global Business Perspective
- Attention to Detail
- Business Acumen
- Problem Solving
- Multi-tasking
- Microsoft Office
- Communication Skills

Certifications

Fundamentals of Vehicle Dynamics for Beginners.

Source - Udemy | May 2020

Aerospace Engineering- Aircraft Fundamentals and Advanced

Source- Udemy | April 2020 | April 202