

Anmol Saxena

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Objective

To enhance my knowledge, explore my area of interests and give my best to the organization and the nation.

Experience

- Schindler Groups India** March 2018 - July 2019
Account Manager
 - Managing all key accounts of Post Sales for North Delhi Region.
 - Deep down analysis of the portfolio and making strategies to upgrade the services.
 - Responsible for Price Optimization, Increasing recovery ratio, Retention, Conversion, Customer Satisfaction and Contract Scope Improvement.
 - Increased the portfolio of North Delhi Region from **60% to 75%** by bringing churned customers. Recovered 25 group lifts of the portfolio.
 - Bidding and handling government clients of North Delhi Region example DMRC, IGI, DDA etc.
 - Leading the team of 15 engineers for timely service and inspection of existing clients.
 - Developing strategies for pricing, budgeting and introducing new products to the clients by maintaining long term relationship.
 - Reviewing sales performance, negotiating contracts and packages aiming to achieve monthly and annual targets.
- Market Insight Consultants, Noida** May 17 - July 17
Intern
 - Primary and Secondary Research, SWOT analysis, Strategic partnerships, Offline Marketing.
 - Worked on live project for International University LIBERTAS, Croatia where I was involved in making STP (Segmentation, Targeting and Positioning) of the Indian market for the University.
 - Got the opportunity to create a flow chart for the efficient operations in the company which got selected by director.
 - Worked as a Business Development officer using various online portals. like IndiaMart, LinkedIn, etc.
- Union Bank** May 15 - July 15
Intern
 - Understanding the Rural Marketing : Agriculture Finance - 'Serving Rural India'.
 - Educating the farmers about Agricultural Finance Agricultural Loans.
 - Verifying the necessary documents and closing the deal.

Education

- University of Petroleum and Energy Studies Dehradun** 2018
MBA
7.98 CGPA
- Galgotia University** 2016
B.Com HONS
8.3 CGPA

- **St. Josephs Senior Secondary**
12th
63 %
2012
- **St. Josephs Senior Secondary**
High School
8.0 CGPA
2010

Skills

- Communication, Creative writing skills, Negotiation, Team Handling, Motivator

Achievements & Awards

- Student Placement Representative in Post Graduation. Student Placement Representative in Graduation.

Certifications

- **Digital Marketing**
Content Writing
SEO
Social Media Marketing
Graphic Designing
 - **Tableau**
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