

Divyanshu Kumar

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WORK EXPERIENCE

Allan Lloyds Group

Project Associate

Noida, India

January 2024 – September 2024

- Engaged and cultivated strategic relationships with C-suite executives, including VPs, board members, directors, and heads from Fortune 500 companies from diverse industries, resulting in a 30% increase in event participation.
- Managed end-to-end sales cycle, which includes market research, lead generation, prospecting, cold calling, presenting pitches, and closing. Achieved a 45% higher conversion rate compared to the team average.
- Conducted in-depth industry analysis across banking, pharmaceuticals, and IT sectors, producing comprehensive reports that informed event planning and increased attendee satisfaction by 40%.
- Implemented data-driven sales strategies that boosted business growth, consistently exceeding monthly revenue targets by generating over ₹4,500 in individual contributions.

AirTravelation Pvt. Ltd.

Sales Consultant

Gurugram, India

February 2023 - January 2024

- Generated consistently exceeded monthly revenue targets, generating over \$8,000 USD with a 43% closing rate
- Used and maintained Amadeus, Excel, and Google Travel tools during tenure, which resulted in a 35% increase in productivity and efficiency.
- Maintained a customer retention rate of 97% while delivering exceptional customer service.
- Managed complex travel arrangements for high-value clients, ensuring seamless experiences.
- Utilized strong interpersonal relationship skills to build strong client relationships, resulting in increased sales volume and customer satisfaction.
- Created invoices, facilitated payment collection and travel documentation process, administered customer database, resolved customer service and vendor issues.

SkillGenic Academy

Business Development Team Leader - Internship

New Delhi, India

February 2020 – May 2020

- Created and implemented performance evaluation and sales strategies for more than 10 sales executives.
- Recruited a team of 15 new graduates and interns as sales representatives to enhance product specifications, which resulted in an increase of 10% in total monthly revenue.
- Implemented a vertical sales strategy, resulting in a notable 10% growth.
- Assisted in forecasting sales and revenue projections by setting and tracking individual and team sales targets.

LEADERSHIP AWARDS & ACHIEVEMENTS

- Savvy Fellowship Winner - Savvy Business Incubation and Acceleration Limited
- Quest Fellowship Winner - DDQIC (Queen's University), Canada
- Certified Microsoft Innovative Educator - Microsoft Education Center
- GYA Graduation as Global Youth Ambassador - Theirworld

CERTIFICATIONS

- Business Analysis Professional Certificate by Microsoft (October - 2024)
- Six Sigma Green Belt by Project Management Institute & LinkedIn (August - 2024)
- Advance Excel Certificate by ICT Academy, IIT Kanpur (July – 2023)
- Negotiation Professional Certificate by American Negotiation Institute (September - 2024)

EDUCATION

Tula's Institute Dehradun

Bachelor of Business Administration - Marketing (GPA: 3.7)

Dehradun, India

Graduation Date: September 2023

- Event Coordinator for National Level Tech Festival, Business Conferences, Workshops, and Seminars.
- Chief of GSB Department Student Committee
- Head of Rural Development Entrepreneurship Activities Group

SKILLS & EXPERTISE

Technical Skills - Microsoft Office, PowerPoint, Power BI, CRM, Agile Project Management, Client Relations, CRM, Sales

Business Skills - Leadership, Communication, Problem Solving, Teamwork, Adaptability, Creative Thinking, Analytical Skills