Arsh Jaiswwal

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Aspiring Business Growth & Strategy Professional | *Business Development* | *Sales & Revenue Growth* | *Business Operations*

PROFESSIONAL SUMMARY

Business development and operations professional with **6+** years of experience in sales, revenue growth, client management, team leadership, and process improvement. Currently pursuing a PGP **Business Administration And General Management in Startup and Enterpreneurship**, seeking to transition into a **Growth, Business Operations, or Founder's Office** role to build strategic expertise while leveraging strong execution and business development experience.

SKILLS

Business Development | Revenue Growth | Sales Performance | Lead Generation | Market Opportunity Identification | Process Improvement | Cross-Functional Coordination | Stakeholder Management | Workflow Optimization | Client Lifecycle Management | Team Leadership | Performance Tracking | Sales Target Management | Training & Mentoring | CRM Management | Sales Funnel Optimization | Market Trend Analysis | Data Analysis

EXPERIENCE

Customer success Advisor | Paramount Zone LLC , Dubai *July 2023 - July 2026*

- Managed 100+ HNI, SME, and entrepreneur accounts monthly while maintaining 95%+ client satisfaction.
- Identified business expansion opportunities and contributed to revenue target achievement.
- Generated 30% month-on-month lead growth through networking and business development activities.
- Improved operational efficiency by reducing business setup turnaround time by 20%.
- Coordinated with internal teams, banks, free zones, and government entities to execute business setup requirements.
- Contributed to process improvements and SOP development to improve execution and client experience.

Senior Area Sales Manager | Square Yards, Gurgaon *Jun 2022 – May 2023*

- Contributed to 30% year-on-year revenue growth by targeting developers and property investors across key territories.
- Led a team of 10+ members, improving conversion rates by 20% through team coaching and performance management.
- Analyzed market trends and supported territory expansion by 15% through sales planning and execution.

Senior Inside Sales Associate (Growth Path: BDA → SBDA → Sr. BDA) | BYJU'S, India *Oct 2020 – June 2022*

- Exceeded monthly sales targets by 20–30% through consultative selling and customer needs analysis.
- Contributed to sales funnel and CRM optimization, improving conversion rates by 15%.
- Trained and mentored 20+ new hires, improving team quota attainment by 25%.

EDUCATION

Master's union , PGP Rise, **Business Administration And General Management in Startup and Enterpreneurship** | PG | Gurugram, India | Jul 2026 - Present

NIST | **BTECH**, Civil Engineering with Honors | Odisha, India | 2019

Sri Chaitanya | **Intermediate (PCM)** | Vishakhapatnam, India | 2013

PMS | **Matriculation** | Patna, India | 2011

AWARDS

- Consistently ranked in **Achievers Club UP: #11, #18, and #19** across multiple high-performance cycles.
- Topped internal sales leaderboard as **Revenue King: #1 (June 2021), #2 (Oct 2021)**; received multiple on-spot rewards.
- Ranked **Revenue King #2 Pan India** (June 2022).
- Achieved 4 performance-based appraisals within just 1.5 years, reflecting consistent overachievement.

CERTIFICATIONS

- LearnBay | **Data Science And AI Master Program** | Certification | 2023

LEADERSHIP & ENGAGEMENT

- Served as **Event Coordinator** for Inspire Science Camp (DST), IWAM Workshop, and annual Blood Donation Camps (2016–2017) at NIST, Berhampur.
- Held the role of **Vice President of the Civil Club**, actively contributing to college-level techno-managerial initiatives.
- Played a key role in organizing Orientation Programs for freshmen, enhancing student onboarding experience.
- Progressed from Student Trainee to Student Guide, and ultimately **Student Coordinator** within the college Counseling Service team.