

# Navneet Vats

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## EDUCATION

Banaras Hindu University, Varanasi	2022-2024
<i>MBA in Foreign Trade, 8.36 CGPA</i>	
Magadh University, Bodh Gaya	2017-2020
<i>Bachelor of Arts, Geography, 63.66%</i>	

## PROFESSIONAL EXPERIENCE

### BUSINESS DEVELOPMENT EXECUTIVE

**NoBroker** July 2024 – Jan 2025

Bengaluru

- Gained keen insight and hands on experience in Sales and Business Development.
- Worked as SPOC to convert prospects into customers .
- Cross-selling and Upselling to increase revenue.
- Best performer of the team with 30 Lakh GOV per month.
- Worked with city RMs for successful deal closures.
- Communicate with clients frequently on calls and meetings to close deals.
- Reaching out to Client Escalations on daily basis to maintain Customer Retention.
- Monitored competitors' activities to adjust strategies and maintain an edge by proper research of current market situation.

### CONSULTANT INTERN

**Flipkart** Aug 2023 – Nov 2023

Haryana & Mumbai

- Gained insight into the Supply Chain & excelled in People Management.
- Responsibilities encompass a range of Inbound, Outbound, IWIT, HMS by utilizing TC, TMS, FLO.
- Honed Communication skills to deliver compelling training sessions to 1400+ Blue Collar & White Collar employees.
- Assisted in the implementation of new L&D initiatives and strategies.
- Analyzed the data and implement measures to improve the performance of different teams across the warehouse.
- During Big Billion Days(BBD) performed Inventory Management and Workforce Management to ensure efficient workflow and avoid any breach of LPST.

### PROJECTS & EXTRACURRICULAR

- Demonstrated leadership and communication skills through participation in extracurricular activities such as debate competitions, essay, and quiz competitions achieving recognition through various faculties.
- Runner-up in the Carrom Championship in BHU.
- Contributed to the establishment and development of the new Placement Cell in my department at my college.

## SKILLS

- Result-driven, Empathy, Public Speaking, Leadership, People Management, Strategic Planning, CRM.
- Microsoft Word, Excel, PowerPoint.

## CERTIFICATES

- Flipkart SCOA Warehousing.
- Udemy Microsoft Excel.