

## 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

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

### Achievements & Awards

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

### Certifications

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