

Jatin Garg

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PROFILE SUMMARY

I am a goal-oriented Business Development Professional with experience in lead generation, client acquisition, and market research. Skilled in using platforms like Upwork, Freelancer, and LinkedIn to identify and pursue new opportunities. My expertise lies in creating effective strategies that drive sales, build strong business relationships, and identify growth opportunities. I bring a unique blend of business development knowledge with an understanding of digital marketing, which helps me create well-rounded strategies that achieve measurable results.

SKILLS

- Business Development:** Lead generation, proposal writing, client acquisition, sales strategy, negotiation, market research, competitor analysis.
- Freelance Platforms:** Upwork, Freelancer, LinkedIn.
- Soft Skills:** Communication, problem-solving, relationship building, teamwork.
- Technical skills:** Digital Marketing, Ads, ChatGPT, Zapier, AiSensy, Google sheets.

WORK EXPERIENCE

DIGITAL MARKETING / BD INTERN

DigiManiac | Kurukshetra, HR | Jul 2024 - Jan 2025

- Wrote and submitted 30+ proposals weekly on Upwork and LinkedIn, winning new projects and increasing client acquisition.
- Managed leads through google sheet, keeping track of opportunities and following up, which resulted in a 20% increase in conversions.
- Identified 5+ key business opportunities through market research, leading to new client partnerships.
- Built and maintained strong client relationships, leading to a 30% increase in repeat business.
- Collaborated with the marketing team to align sales strategies with ongoing campaigns, improving outreach by 10%.
- Utilized CRM tools like hubspot to manage and track leads, improving sales pipeline efficiency.
- Streamlined internal processes to improve project turnaround time by 25%.
- Used AI sensy on WhatsApp to automate lead follow-ups, resulting in a 30% increase in engagement and a 15% boost in sales.

EDUCATION

Bachelor of Science (CS) RKSD College, Kaithal, Haryana	2021 - 2024
10+2 (SCIENCE) 82.4% DAV, Pundri, Haryana	2019 - 2021
10th (CBSE) 89.4% DAV, Pundri, Haryana	2017 - 2019