



Varun Upadhyay

📍 227, Delta-2, Greater Noida, UP-201310

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✉️ varunbaba@yahoo.com

Professional Experience

Sr. BDM in ICICI Bank, [2006 to 2009]

Objective:

To secure the position of Regional Manager in an esteemed organization where I can utilize my extensive leadership experience, strategic planning abilities, and excellent communication skills to support the growth and success of the company.

- 👉 Develop and implement business development strategies to identify and pursue new business opportunities
- 👉 Build and maintain relationships with existing clients and key stakeholders
- 👉 Conduct market research and analysis to identify trends and opportunities for growth
- 👉 Collaborate with internal teams to develop and execute marketing campaigns and initiatives
- 👉 Manage a team of business development executives and provide guidance and support to achieve business objectives
- 👉 Monitor and report on sales performance and provide recommendations for improvement
- 👉 Participate in industry events and conferences to network and promote the bank's services and products

Summary:

I am a highly motivated, goal-oriented individual with over 15 years of experience in leadership positions.

I have a proven track record of success in developing and implementing strategic plans, building strong teams, and achieving financial targets.

I am an excellent communicator with strong interpersonal skills and the ability to build relationships at all levels of an organization.

Paramount Coaching Centre Pvt Ltd

[Mukherjee Nagar]

- **Branch Manager (2009 - 2013)**
 - **Regional Manager (2013-2016)**
 - **Academic Head (2016-2023)**
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- 👉 **Develop and implement strategic plans to drive business growth and profitability**
 - 👉 **Lead a team of managers and supervisors to ensure operational efficiency and effectiveness**
 - 👉 **Develop and monitor key performance indicators to ensure business objectives are met**
 - 👉 **Develop and maintain strong relationships with key stakeholders, including suppliers and customers**
 - 👉 **Manage budgets, resources, and timelines to ensure project success**
 - 👉 **Lead continuous improvement initiatives to enhance operational processes and reduce costs**
 - 👉 **Implement best practices and standard operating procedures to ensure consistency and quality**
 - 👉 **Provide leadership and guidance to team members to foster a positive work culture and high employee engagement**

Skill

- 👉 **Business development and sales**
- 👉 **Relationship building and management**
- 👉 **Market research and analysis**
- 👉 **Team management and leadership**
- 👉 **Strategic planning and execution**
- 👉 **Communication and interpersonal skills**
- 👉 **Analytical and problem-solving skills**

Academic Qualification

- 👉 **BSc from Allahabad University in the Year 2006**
- 👉 **12th from UP Board in the Year 2002**
- 👉 **10th from UP Board in the Year 2000**

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the abovementioned particulars Date:

Date:

Place:

VARUN UPADHYAY