

# Harsh Agarwal

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## Summary

Passionate student seeking opportunities in an ethically driven startup, where genuine remuneration aligns with valuable experience and skill development. My focus is on letting my work speak for itself contributing to meaningful projects and aiming for high-level roles. Driven by the goal of building a startup in future, that tackles significant problems, I am eager to make a positive impact in your company.

## Experience

### Content Creator

LinkedIn

Mar 2024 - Present (1 month)

Passion for Educating and Researching on Technology & Innovation

### Business Development Expert

Kundu Talent Agency (OPC) Private Limited

Dec 2023 - Present (4 months)

Specializing in HR Outsourcing Services for IT firms at KTA. Generating Leads using tools like Recritum and LinkedIn etc. Skilled in connecting with Founders and HR professionals through strategic Cold Calls and LinkedIn outreach. Effective in presenting services and converting Leads into Customers.

### Business Manager

Modi Chemicals

Mar 2022 - Present (2 years 1 month)

Family-owned gas & medical equipment supply business serving hospital, industries and personal use in which I successfully established and managed an online Google Business profile for Modi Chemicals, resulting in increased customer acquisition and sales and improved customer experience.

### Business Development Associate

Anuprerna

Jan 2024 - Feb 2024 (2 months)

Business Expert at Anuprerna, a Sustainable Textile Startup. Proficient in CRM tools (FreshWork), I drive end-to-end sales processes, manage personalized communications, and excel in both inbound sales and outbound lead generation. I've successfully made calls to foreign leads, converting them into valuable client.

## Education

### Kristu Jayanti College Autonomous


Bachelor of Business Administration - BBA, Marketing

2022 - 2025


## Licenses & Certifications

 **Foundations of Digital Marketing and E-commerce** - Google  
YLXYPKBQKAVQ

 **Digital Skills For Gen Z Leaders** - Kristu Jayanti College Autonomous  
23DSZ2602122

 **Google My Business. How to Master Powerful Tool for Company** - Udemy  
UC-270bbb6a-3356-448a-ada3-35d5ea5d6916

 **Excel Skills for Business: Essentials** - Macquarie University  
GEXE8EWPUVW4

 **Marketing Management - I** - Indian Institute of Technology, Kanpur  
NPTEL23MG76S23232814

## Skills

Customer Support • Business Operations • Online Research • Lead Generation • Human Resources (HR) • Customer Relationship Management (CRM) • Business-to-Business (B2B) • Leadership • Inbound Sales • Email Marketing

## Honors & Awards

**Acumen Finance** - An Intra College Management Fest in the Finance Event of Management Department  
Sep 2023  
I'm elated to announce our team's third-place win in Finance Event.

**Acumen Champion** - An Intra College Management Fest in the Acumen Event of Management Department  
Sep 2023  
I'm elated to announce our contingent team won class's overall championship in the Acumen Event of Management Department.