



# Rahul Kumar

Sr. Business Development Executive

## Details

### Address

Chandigarh  
India

### Email

info@thecsshouse.com

## Hobbies

Leaning New Skills, Create  
New Designs/Landing page  
and learn new coding  
languages

## Profile

Astute Bid Strategist especially adept at drafting proposals and managing various projects in an efficient manner. Skilled at applying knowledge of business development processes. Specialize in prioritizing projects to achieve meaningful cost-effective results.

## Employment History

### Sr. Business Development Executive, CSSHouse Consulting

2019 – Present 📍 Mohali

#### Main responsibilities:

- Managed all communication with clients to convert all bids.
- Developed proposals documents to facilitate bidding processes.
- Maintained efficient projects for all online bidding process.
- Analyzed and identified projects on various channels and assisted in bidding process.
- Determined appropriate company profile on all online bidding sites.
- Monitored different channels and managed various business.

### Business Development Executive, WillShall Consulting

Feb 2017 – 2020 📍 Mohali

#### Main responsibilities:

- Developed strategies to expand client base in international market.
- Coordinated with clients and software professional for online bidding process.
- Collaborated with decision makers for various business development processes.
- Analyzed client requirements and provided appropriate bidding solutions.
- Implemented various activities to achieve marketing objectives.
- Facilitated bidding on various portals.

## Education

### Panjab University, Bachelor of Business Administration

2014 – 2017 📍 Chandigarh