

## Revant Vaish

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**Education** (2014 – 2018)| Bachelors in Material Science Technology| University of Petroleum & Energy Studies, Dehradun, India

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### Work Experience

**January 2023 - May 2023**

**Taiyaar (Operations Team Member)**

- As a founding team member made important processes for diverse lines of business and established company's first office.
- Produced and presented content to school & coaching students, to on-board in programs like Grind, Jobs, & Entrepreneurship for skill development, job readiness, and modernizing business approaches.
- Conducted online/offline sessions with new clients to on-board them by delivering information about services.

**September 2022 - October 2023**

**Just Wines (Australia's online wine retailer)**

**Senior Lead Generation Executive**

- Acquired new clients through comprehensive assistance from on boarding to shipping their product.
- Secured wine supply worth \$60,000 to \$70,000 by analysing availability and future needs using sales force software.
- Clarified customer perceptions, driving enhancements in logistics, marketing, feedback systems, and product quality, pivotal for the company's future targets.

**December 2020 - July 2022**

**33 Foods (Manager - Family Restaurant Business)**

- Compiled comprehensive reports on a weekly and monthly schedule to analyse revenues, operational costs and identified strategies to mitigate major pain points.
- Executed consistent quality assessments of products while exploring new supplier options for raw materials to lower expenses and increase profitability.
- Ensured compliance with sanitation and safety regulations in front-of-the-house and back-of-the-house restaurant operations.

**July 2019 - October 2020**

**Policy Bazaar (Associate Sales Consultant)**

- Assisted NRIs and overseas clients with various investment choices like unit-linked insurance plans, capital-guaranteed investments, mutual funds, and individual stocks
- Updated client's regularly on market conditions and helped in right fund unit allocations to make investments easier, convenient & attractive.
- Maintained customer financial data and collaborated with technical teams to enhance MATRIX software services for global clients.
- Developed capital-guaranteed plans, generated 70 Lakhs revenue by understanding customer perspectives post-launch.

**October 2018 - April 2019**

**British Telecommunications (Trainee Associate)**

- Negotiated with customers to offer the most advantageous deals on telecom plan renewals and upgrades.
- Contributed in pacing up customers' handling time and consumer software capabilities to boost revenues.
- Contributed to vital discussions with clients and teams in India and the UK, which significantly accelerated productivity enhancements for all parties concerned.
- Supported clients experiencing physical disabilities, grief, and economic difficulties by providing payment extensions, and manual reconnections.

### Soft Skills

- Relationship Building
- Objection Handling
- Active Listening
- Persuasion & Negotiation
- Time Management
- Prospecting
- Adaptability

### Technical Skills

- Microsoft Word/Excel/PowerPoint
- Google Sheets/Docs/Slides