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## CURRICULUM VITAE

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### RAHUL AGGARWAL

Email: [hello@aggarwalrahul.com](mailto:hello@aggarwalrahul.com)

Personal Profile: [www.aggarwalrahul.com](http://www.aggarwalrahul.com)

Contact: +91 855 888 0662 | +91 788 886 9277

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### Professional Summary

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Experienced in Technology Consulting, Project Management, Operations, Business Expansion, and Web Development. Focused leader, recognized for delivering large Technology Projects. An Out-of-the-Box thinker with a proven track record of increasing revenue, establishing a newer route for business development, streamlining workflow and creating a teamwork environment to enhance profitability innovatively.

Having worked for the IT industry since 2012, made my interest in Web development that lead me self-learn to develop website's using CMS such as WordPress, Front-end technologies, Adobe Photoshop, etc. Started Freelancing along with my regular job, and had developed various projects worldwide.


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### Professional Work Experience

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#### **Qode Maker (Corporate Office - Netherlands)**

*An established IT Company with its Offices in the Netherlands (Code Maker), Canada (CM Digital Agency) and India (Qode Maker- Ludhiana / CM Digital Agency - Mohali)*

 **Business Development Manager / IT Project Manager / Web Developer**  
(Since December 2018 till date).

Generating revenue by focusing on potential clients with various mediums such as UpWork, LinkedIn, and Facebook, References from existing clients etc. Later to 3 month's by March 2019, I started working on Few WordPress based projects for the clients within the company.

#### **Key Roles within the company:**

- ✓ Sales and Revenue generation from both National (only references) and International Clients
- ✓ Handling Projects and updates with clients.

- ✓ Development of WordPress Based projects when development team is busy with other Projects.
- ✓ Rapport building with clients.
- ✓ Handling a Team of Tele-sales agents, with TL's and other Managers.
- ✓ Providing Sales Training to Tele-sales agents on how to inform the clients about our services and how to deliver the script, how to converse with clients, Call openings, call closing etc. to Capture leads from International market.

## **CodeFlox (Head Office – Ludhiana, India)**

*Startup IT Company dealing in Web and Mobile Based Projects (Web Development, Mobile App Development).*

### **Business Development Manager / Web Developer** (July 2017 – November 2018).

Generating business through Freelance Bidding Portals such as UpWork. Few Months down the line I learned using Elementor (WordPress Based Website Builder) and handled many projects myself for the company developing websites in Elementor and various other Website Builders.

#### **Key Roles within the company:**

- ✓ Sales and Revenue generation from both National and International Clients.
- ✓ Development of WordPress (Elementor, Beaver Builder, WP Bakery, Divi Builder) Based projects for various clients.

## **Tekki Web Solutions Pvt. Ltd (Corporate Office – Ludhiana, India)**

*An established IT Company with its Offices in India and USA (San Jose, CA)*

### **Business Development Manager** (September 2016 - April 2017).

Having worked for the company was stepping stone for my career as I learned Online Bidding and how to handle International clients and Projects. Generated business through Freelance Bidding Portals such as UpWork, LinkedIn, Freelancer.com, Facebook, etc.

#### **Key Roles within the company:**

- ✓ Sales and Revenue Generation for the Company.
- ✓ Getting business from Local Clients as well as from Trade Exhibitions etc.
- ✓ Handling of the existing client with both old and new projects.
- ✓ Project Management and daily updated to the client and receive feedbacks.

## **Green Apple Media Solutions (Head Office – Amritsar, India)**

*Startup IT Company dealing in Web and Mobile Based Projects (Web Development, Mobile App Development).*

 **Business Development Manager**  
(April 2015 – September 2016).

**Key Roles within the company:**

- ✓ Meeting with Local Clients and Selling Web Promotional Packages – Google Ad words, Websites Packages, SMS Marketing Packages, Social Media Marketing Packages, E-commerce Solutions, Mobile Applications, etc.
- ✓ Making awareness of Product into the Market and Generating Sales / Revenue.
- ✓ Devising and implementing strategies for providing value-added customer service to the existing customers, thereby achieving the highest pinnacle of customer satisfaction.

**Infocom Network Limited – Tradeindia.com**

*An online Business to Business (B2B) portal for small businesses based in India and around the globe.*


 **Business Development Executive**  
(June 2013 – March 2015)

**Key Roles within the company:**

- ✓ Generating appointments telephonically and meeting them in person.
- ✓ Generating Maximum Sales / Revenue by selling the website and website promotion packages to clients and achieving monthly sales targets.
- ✓ Interacting & developing a rapport with the client at all levels for maximum client retention by providing back-end customer service.
- ✓ To generate sales from referrals from existing clients or through cold calls.
- ✓ Participation in various trade Exhibition in and around Ludhiana City.

**IndiaMart Intermesh Limited – Indiamart.com**

*An online Business to Business (B2B) portal for small businesses based in India and around the globe.*

 **Business Development Executive (New Client Acquisition)**  
(November 2012 – May 2013)

**Key Roles within the company:**

- ✓ Generating appointments telephonically and meeting them in person to sell them web packages provided company.
- ✓ Achieving Monthly Targets by generating Maximum Sales / Revenue
- ✓ Interacting & developing a rapport with the client at all levels for maximum client retention by providing back-end customer service.

- ✓ To generate sales from referrals from existing clients or through cold calls.
- ✓ Participation in various trade Exhibition in Ludhiana City.

## **Ascensive BPO Solutions Pvt. Ltd.**

*Startup Call Centre (BPO) dealing with United Kingdom customers.*

### **Sr. Customer Care Executive / System Engineer**

(June 2011 – October 2012)

#### **Key Roles within the company:**

- ✓ Out Bound sales process dealing with UK customers selling them System Optimization Products.
- ✓ Handling the issues related to Computers, Server handling, Networking, etc.

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#### **IT Technical Skills**

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- ✓ **Microsoft Office** (Word, Excel, Power Point)
- ✓ **UX /UI Tools:** Adobe Photoshop (Intermediate), Adobe Illustrator (Basics), Corel Draw (Basics)
- ✓ **Web Development:** WordPress (Intermediate), front-end Development, HTML / CSS, Joomla etc.
- ✓ **Visual Page Builders (WordPress):** Elementor, Beaver Builder, Divi, WP Bakery etc.

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#### **Co-Curriculum Activities**

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- ✓ Participated in United India International Cycle Expo – 28<sup>th</sup> February to 2<sup>nd</sup> March 2014.
- ✓ Participated in Mach Auto Expo – 14<sup>th</sup> to 17<sup>th</sup> February 2014.
- ✓ Participated in Knit World – 14<sup>th</sup> to 17<sup>th</sup> February 2014.
- ✓ Participated in Showman’s Knit Vision 2014 – 17<sup>th</sup> to 20<sup>th</sup> January.
- ✓ Participated in Engineering Expo – 20<sup>th</sup> to 23<sup>rd</sup> December.
- ✓ Participated in EMAT (IETSS) 2013 – 29<sup>th</sup> November to 2<sup>nd</sup> December 2013.
- ✓ Participated in India Travel Mart – 3<sup>rd</sup> to 5<sup>th</sup> August 2013.

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#### **Achievements & Awards**

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- ✓ Gold Medalist in High Jump in Athletic Meet 2005 (India)
- ✓ 3<sup>rd</sup> Position in Badminton at International level 2005 (CBSE Asian Countries)
- ✓ 2<sup>nd</sup> Position in Tennis at State level 2005 (Punjab, India)

- ✓ 2<sup>nd</sup> prize (Twice) For Painting Competition (Asian Paints, India)
- ✓ Best Creative person of the school Award 2004-05 (India)
- ✓ 1<sup>st</sup> Prize for Skating at National level 1998 (India)

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### Academic Qualification

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#### **Master's in Business Administration (MBA)**

*Indian School of Business Management and Administration (2011)*

#### **Bachelors in Fine Arts (B.F.A)**

*Canterbury University – Cheshire, UK (2009)*

#### **Matriculation (A – Levels)**

*B.c.m Arya Model Sr. Sec. School (2006)*

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### Personal Information

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<b>Date of Birth:</b>	4 <sup>th</sup> March 1987
<b>Father's Name:</b>	Late Shri. Varinder Bihari Aggarwal
<b>Mother's Name:</b>	Mrs. Meenu Aggarwal
<b>Marital Status:</b>	Married
<b>Spouse:</b>	Mrs. Richa Aggarwal (Wife)
<b>Permanent Address:</b>	# 12 – F, Sarabha Nagar, Near SBI Bank, Ludhiana, Punjab.

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### References

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Available upon request.