Khushaal A Agarwal

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WORK EXPERIENCE

Deliveroo **Oct 2023 - Dec 2026**
Sales Development Representative **Manchester, UK**

- Pitched, negotiated and closed deals via phone and email by explaining the Deliveroo Value Proposition
- Managed a personal pipeline, reaching out to potential partners via calls, emails and understanding trends
- **Signed 23 and 25 partners** on Deliveroo for last month and this month respectively and being a highly efficient performer **averaging in the Top 3 consistently** out of **81 agents** on the entire Sales Outbound Team
- **Delivered £2.4 Million GMV** over **12 months** by managing key accounts, including **EL&N and Subway**.
- Collaborated with senior leadership in Communication Squad, developing presentations to facilitate changes
- **Led French and London Teams for Two Consecutive Quarters**, driving growth initiatives.
- Selected for the elite **"Step into Management"** program, placing in the **top 6% of 240 employees**.

Fujitsu **Jan 2023 - Sep 2023**
Marketing Consultant **Manchester, UK**

- Synthesized client objectives and research goals through briefs to ensure successful project outcomes
- Collected and analysed data to identify patterns, trends, and drawn meaningful insights for decision making
- Collaborated with the team and strategically created personalised Account Based Marketing Plan
- Accomplished an actionable plan for client to achieve Net Zero by 2050 and reducing CO2 levels **by 60%** in the **next 10 years** and using Green data centres to **reduce electricity consumption by 40%**
- Felicitated as the **1 st runners up** for the Group Business Project in the MSc Marketing Cohort Class of 2023

EDUCATION

The University of Manchester: Alliance Manchester Business School **Manchester, UK**
MSc (Master of Science) in Marketing **Sep 2022 – Sep 2023**

- **Modules:** Marketing Implementation and Strategy, Qualitative & Quantitative Research, Business-to-business
- Recognized by Program Director for excellent presentation skills, ranking in the top 3% of the cohort
- **Project:** Conducted market analysis, adopted tailored approach to engage and formulated B2B sales strategy

Mithibai College, Mumbai (NAAC "A" Accredited) **Jul 2019 – May 2022**
Bachelor of Commerce **First Class Honours**

- Featured in Dean's Merit List **(Top 5%)**
- **Modules:** Practice of Management, Business Communication,Entrepreneurship, Micro and Macro Economics

EXTRACURRICULAR ACTIVITIES

President: **National Service Scheme:** Government Sponsored Flagship Public Program **May 2021 – Jun 2022**

- Directed **200 volunteers** and initiated to collaborate with numerous colleges and enhanced leadership skills
- Successfully delegated tasks and achieved project milestones through effective group management and timely checks to assess progress

Head of Departments of Corporate Relations**: Entrepreneurship Cell of Mithibai College** **Oct 2020 – May 2021**

- Interviewed Harvard Business School graduates & prominent entrepreneurs to enhance knowledge-sharing
- Led a team of **9 members** with recruitment from diverse faculty, organized **12 events** with **3,000+** participants

CERTIFICATIONS AND ACHIEVEMENTS

Google Digital Unlocked **Jan 2021**
Excel Skills for Business: Essentials (Macquarie University) **Nov 2020**
Common Proficiency Test Cleared in the first attempt for Chartered Accountancy (WRO0646640) **Jun 2019**

SKILLS, HOBBIES AND INTERESTS

Interests: Drawing, playing the piano and hiking for 9 miles in one day at the Peak Districts.
Languages: Native in two languages: English and Hindi along with elementary proficiency in French