

ARYAN SONI

MANAGER | SALES & OPERATIONS

CONTACT

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PROFILE SUMMARY

Manager with leadership experience and technical exposure in web and app development. Led a sales team generating ₹20L/month, developed 5+ web applications. Transitioning from business and tech roles into product strategy, with a strong foundation in market research, customer experience, and digital project coordination.

EDUCATION

2021 - 2024
MP BHOJ UNIVERSITY (MPBOU)
• Bachelor of Commerce (B.com)

2004 - 2019
SMALL WONDERS SENIOR
SECONDARY SCHOOL
• Business Commerce

SKILLS

- Project & Team Management:**
Sales Operations, Team Leadership
- Tools:** Microsoft Office Suite, Slack, Jira, Zoho CRM
- Tech Stack:** HTML, CSS, JavaScript, React, Next.js, Tailwind CSS, TypeScript, Supabase, PostgreSQL
- Learning:** Angular, Ionic, Node.js

LANGUAGES

- English: Fluent
- Hindi: Fluent

WORK EXPERIENCE

TradeMarket Research MAY 2024 - APR 2025
TEAM LEADER

- Led a team of 10-15 Customer Relationship Executives (CREs) in high-volume sales operations.
- Conducted onboarding and training, streamlining team efficiency.
- Prepared reports and CRM data to track performance and sales trends.
- Collaborated with leaders to identify market gaps and suggest new outreach strategies.

Expert Holiday & Tours Pvt Ltd Jan 2024 - May 2024
GENERAL MANAGER

- Direct day-to-day business operations and team performance.
- Streamlined SOPs to reduce response delays and improve customer handling.
- Coordinated cross-department tasks including customer service, operations, and planning.

Bureau of Indian Standards (BIS) Jan 2022 - Dec 2023
ADMINISTRATIVE ASSISTANT

- Supported internal BIS operations including document control, scheduling, and reports.
- Participated in BIS's Assaying & Hallmarking Personnel Training Programme.
- Gained exposure to government workflow systems and organizational management.