

# Irfan Ahmad

Matiyari, Lucknow

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## Objective

I am a business development associate who is looking for a position within marketing and sales industry that will enable me to achieve skills and earn the position of a sales manager

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## Experience

- Attain u** 04/06/22 - 05/09/22  
Business development associate  
I am the business development associate in this company. My responsibility is to generate the revenue for the organisation and overall development of the organization.
- Byjus - Think and learn** 10-09-2022 - Till now  
Business development associate at Byjus  
Work with managers to develop and execute sales plans.  
Working hard for generating the revenue for the organisation.  
To ensure proper implementation of planned procedures and processes.  
Met targets on a daily and weekly basis and generated /maintain revenue as per company's requirement.  
Follow the cold calls and visiting for the counseling sessions.  
Excellent in following cold calls procedures and post sales customer service.

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## Education

- St. Xavier's school** 2014  
10th  
7.0 CGPA
- U. P board** 2017  
12th  
77%
- Chatrapati sahuji maharaj university, Kanpur** 2020  
B. Com  
65%
- Abdul kalam technical university** 2022  
MBA  
70%

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## Skills

- MS word
- MS PowerPoint
- MS Excel
- Leadership skills
- Communication skills

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## Projects

- E- bike repairing**  
In this project I worked on innovative ideas on how to repair bike online..
- Employee satisfaction on mahindra and mahindra Ltd.**  
In this project I worked on satisfaction level of employees on mahindra and mahindra Ltd. My responsibility is to check the satisfaction level of employees about salary and working environment of employees who worked on mahindra Ltd.
- Employee satisfaction and quality work life at tata steel Ltd.**  
In this project I worked on overall review of the company. The employees are satisfied to their work or not. The work-life balance of the employees and working environment of the organization.

- **HR internship**

In this internship my responsibility is to hire the candidates more and more for the organisation and also scheduled there interviews and onboarding them..

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**Achievements & Awards**

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- Winner in long jump at sports zonal

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**Interests**

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- Sports
- Social activities
- Innovative ideas

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**Activities**

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- Social activities.

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**Languages**

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- Hindi
- English