

Pranjal Singh

PROFESSIONAL SUMMARY

Skilled Business Development Associate offering 3+ years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

WORK HISTORY

Elite Elevators Limited - (BDE) March2023 - October2023.

- Developed business pipeline using cold and warm techniques (Cold Calls) Under construction house visit.
- Prepare the product presentation as per customer requirement.
- Meetings with Architect/Builder/Contractor/Interior decor etc.
- Handling a team and Prepare proposal for the customer.

BYJU'S - (BDA) May2021- November2022.

- Boosted revenue by bringing in and cementing relationships with new clients.
- Used Lead squared and Ameyo (Application) to handle current portfolio and prospective leads.
- Developed business pipeline using cold and warm techniques.
- Achieved Quarterly best sales and best associate award.
- Awarded for best KRA.

AR Financial Solutions - Sales Executives (BDM)

Janary2020 - April2021

- Client Acquisition
- Opening Demat account
- Raising funds, Cold Calls & Home Visit for documentation.
- Tele calling:- Calling customers ,Brief about Services and try to convert them ,schedule an appointment for home visit , or officevisit , Back office work.

Connect

- pranjalsingh8463@gmail.com
- Lucknow, Uttar Pradesh
- +919935335907

SKILLS

- Leadership communications.
- Computer proficiency.
- Excel & MS Word
- Business administration
- Business-to-customer expertise
- Lead Generation
- Good listening skills
- Customer Service

EDUCATION

Masters of business administration

Swami Vivekanand
Shubharti University2019-2021

Specializations

- Marketing
- Finance

Bachelors of commerce

Dr. RML Awadh University2018.

10+2(PCM), UP Board

SBIC Badlapur Jaunpur
2015.

10th, (CBSE)

St. Xavier's Sr. Sec School
Sultanpur 2011.



HOBBIES

- Traveling & love watching movie
- Sports



LANGUAGES

Hindi	English	B2
Native language	<div><div></div><div></div><div></div><div></div><div></div><div></div></div>	
	Upper intermediate	