

## Sr. Business Development Executive

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78, Tilak Nagar, Orai (285001)

To work as a business development associate and utilize experience in building good relationships with customers, analyzing internal and external factors affecting business growth, and recommending solutions to improve sales and develop new products.

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## WORK EXPERIENCE

### Senior Business Development Associate

Extramarks Education Pvt Ltd.

September 2021 – Dec2021

#### Achievements/Tasks

- Convince potential customers to fix direct meeting over telephonic conversation
- Responsible for weekly sales target, Also used to maintain data on CRM ie, Salesforce

### Business Development Associate

BYJUS (Think & Learn Pvt. Ltd.)

April2021 – September 2021

#### Achievements/Tasks

- Manage sales cycle from prospect to closing independently, discuss progress with management and develop solutions to improve closing ratio.
- Manage day to day operational duties (manage and track sales lead flow, manage and maintain CRM databases, report weekly activities and accomplishments etc.)
- Lead and work with colleagues on business development related projects.

### FOUNDER OF MIDTOWN TUTORIAL

2018 – 2019

- Mid- Town Tutorial is basically star-up started by me in 2018.
- We used to provide home Tuitions and online classes in Kanpur.
- We used to hire home tutors from indeed, Naukri.com and various Social media platforms.
- We used to charge 60% of first month from Tuition fee from tutors and registration fee from parents.

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## SKILLS & CERTIFICATIONS

- Updating databases and using a customer relationship management (CRM) system i.e. Leadsquared
- Conducting research and analysing data to identify right cx for Direct Sales meeting.
- Extrovert and open-minded person who always searches an opportunity to learn anything.
- **Technical skills**
  - Proficient in **Microsoft Office** – Excel ,Power point & Word; **Google**- Docs, Sheets, Sliders &Form; Short movies (Animated)
- **Certificates/Courses**
  - CCC, Google Analytics, Google Digital Marketing

## EDUCATION

CSJM University Campus, Kanpur (MBA, B.sc- IT)

MBA, Finance & Marketing – Aggregate 64%

2019-2021

Bachelor of Information Technology – Aggregate 50%

2015-2018

10<sup>th</sup> CBSE BOARD – Science with Mathematics- CGPA: 8.80/10 & 12<sup>th</sup>– PCM – Aggregate 78%

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**Interest :** Anchoring in all the event organized in the college During the tenure of my MBA