

CURRICULAM VITAE

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Career Objective

To succeed in an environment of growth and excellence through my job an skills to achieve personal as well as organizational goals.
To became a successful and independent person.
To establish a career with an organization where i can get an opportunity to prove myself .

Educational Qualifications

- Bachelor of business administration , Rukmani Devi Institute of Advanced Studies, IP University completed in 2023 with 82.514%
- XIIth (Commerce) Queen Mary's school ,northend model town completed in 2020 with 82.5%
- Xth Queen Mary's school ,northend model town completed in 2018 with 92%

Project Work

- 1)College database
- 2)Research on effect of advertisement on consumer behaviour.
- 3)A study on buying behaviour of consumer towards life insurance policies

Key Skills

Personal Skill: Good Communication and interpersonal skills , Team Management , leadership skills, impressionable (can influence people easily),negotiation skills ,relationship building,customer service
Technical Skill: Microsoft Word, PowerPoint, Excel

Hobbies

- Teaching
- Exloring new places
- Learning new things
- Listening music

Experience

- 1) **The leading solution** internship -As BDA and Financial Consultant
-selling products of company -generating leads -converting cold leads into hot -generating revenue -marketing
- 2) **Beacon HR point** internship as HR Recruiter
-recruitment -building relationship -generating leads -screening cv's -checking background -negotiating
- 3) **Talent serve** internship as HR recruiter
recruitment -building relationship -generating leads -screening cv's -checking background -negotiating
- 4) **Tution Teacher** Mathematics -self employed
- 5) **Drishti Ias** -full time as BDA -joining date -18 th April 2023 till date
-Selling various courses to students who are preparing for ias ,pcs and other government exam ,
-understanding customer and selling a solution to customer in form of a product /course
-converting cold leads into hot and closing them
- checking background
-influencing customer
-Problem solving
-differentiating product of a company with other competitors by telling them advantages and features of courses
-building relationship while communicating
-customer service cum sales support
-experience of inbound and outbound sales support
-achieved revenue of 8.5 lacs in one day in traing period

Language known

- English fluent
- Hindi native