
PROFILE SUMMARY

Versatile Business Development Associate highly effective at generating leads, developing pipelines and client acquisitions. Offering 1 years of achieving revenue and meeting growth objectives. Thrives on challenge and competition. Excellent organizational skills, detail oriented, ability to prioritize and multi-task and meet deadlines. Strong on teamwork and ability to learn and adapt quickly. Solid sales ability and platform knowledge. Strong organizational skills, attention to detail, and the ability to work under pressure and to a deadline.

EDUCATION

Swami Keshvanand Institute of Technology
B-Tech Electronics And Communications Engineering
Pristine Children's High School
12th
Pristine Children's High School
10th

Jaipur, India
June 2018 - August 2022
Bihar, India
June 2016 - August 2018
Bihar, India
June 2015 - August 2016

SKILLS SUMMARY

- **Communication and Interpersonal Skills:** Excellent verbal and written communication skills, with the ability to convey complex information clearly and persuasively.
- **Sales Performance Analysis:** Ability to analyze sales data and metrics to assess performance and identify areas for improvement.
- **Time Management and Organization:** Highly organized with the ability to manage multiple accounts and tasks simultaneously.
- **Team Collaboration:** Experience working in a team environment, collaborating with marketing, product development, and customer service teams to achieve common goals.
- **Adaptability:** Adaptable to changing market conditions and customer needs.
- **Lead Generation:** Experienced in generating leads through various channels including cold calling, email campaigns, social media, and networking events.
- **Sales Strategy and Planning:** Expertise in developing and executing strategic sales plans to achieve company targets and drive revenue growth.

WORK EXPERIENCE

Centre Sales Associate | Think & Learn Pvt Ltd |

OCT 23 - MAY 2024

- Conducted research, analysis, and formulated sales strategies to generate leads for the Tuition Centre, build pipelines, and conduct Zoom or Centre demos.
- Managed data using Excel and the Lead Squared CRM, and worked on five different campaigns, developing specific sales techniques for each.
- Worked in Inside & Direct Sales Vertical.
- Worked with the Fin-ops Team from loan application and processing till approval.

Inside Sales Associate | Think & Learn Pvt Ltd |

JULY 23 - OCT 2024

- Developed a business pipeline utilizing both cold and warm techniques.
- Boosted revenue by acquiring new clients, strengthening existing relationships, and optimizing customer account servicing.
- Skilled in identifying new business opportunities, sales management, deal closure, qualifying prospects, and sales strategy.
- Led marketing and sales efforts for Byjus, an E-learning platform revolutionizing the learning experience.
- Focused on B2C marketing in my role at Byjus.

Programmer Analyst Trainee | COGNIZANT |

JAN 23 - JUNE 2023

- Developed and executed automated test scripts using Selenium with Java to verify Cognizant's stock price with Google.
- Utilized TestNG framework for test case execution and management.
- Employed Eclipse IDE for code development and debugging.
- Managed project dependencies and build processes using Maven.
- Conducted thorough testing to ensure accuracy and reliability of stock price verification.

CERTIFICATES

- **Udemy** - Advance Excel
- **Udemy** - Communication Skills for Beginner
- **BYJU'S** - Top Performer
- **BYJU'S** - Sales Excellence Award
- **BYJU'S** - Certified Sales Professional (CSP)
- **TCS** - Knockdown the lockdown training program