

DHRUVA
Gurgaon 122001
+91 8840199150
dhruvmishra10011995@gmail.com

Objective

● Accomplished Business Development Executive offering 1.5 years of experience in Health and Wellness product solutions. Polished and articulate professional adept at engaging specialists, potential customers and personnel. Excels in establishing trusting relationships and long-term partnerships and productive communications. To pursue a highly challenging career in the field of Marketing Management, where I can apply my knowledge, experience, quality, ideas, and work independently and acquire new skills with a team of professionals and to provide value addition work to the organization.

Experience

- **Totally Fit LLP**
Business Development Executive Mar-2023 – Till Now.

Education

- **A.K.T.U**
Master of Business Administration(Marketing) 2021
- **University of Allahabad**
Bachelor of Commerce 2018
- **C.B.S.C BOARD**
Intermediate 2013

Skill & Responsibilities

➤ **Totally Fit LLP (Mar 2023 – Till Now) -**

- Developed business growth plans by identifying key clients, critical targets and priority service lines.
- Planned strategic brand-building events to expand product portfolio.
- Maintained up-to-date knowledge of industry, target accounts and competitive landscape.
- Answered customers' questions regarding products, prices and availability.
- Cultivated and maintained key client relationships, resulting in a 30% increase in repeat business.
- Streamlined lead generation processes, improving efficiency and quality of leads passed to the sales team.
- Managed CRM database, ensuring accurate tracking of sales activities and client communications.

Projects

- **Vocational Training**
- Four-week training from IFFCO Phulpur, Prayagraj.
- Steering tele-calling with distributors for increasing local area sales
- Experienced in calling at all level of Business for generating sales lead

Interests

- Playing cricket, Cooking, Gardening, Visiting hill areas

Personal Strength

- Hardworking
- Quality mindset
- Team Player - Maintaining good support in a team to meet the objectives of the organization.
- Positive Attitude- A positive individual who believes that every experience is a learning one.

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.

Name – Dhruva

Place - Gurugram

