

AANSHI CHAUHAN

B U S I N E S S D E V E L O P M E N T M A N A G E R



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📍 Haldwani, Uttarakhand

SKILLS

- Excellent communication and interpersonal skills
- Strong sales and negotiation abilities
- Proficient in CRM software and Computer Knowledge
- Goal-oriented and self-motivated
- Ability to work effectively in a fast-paced environment
- Deep understanding of educational programs and admissions processes
- Dynamic Sales Professional
- Public Relations

EDUCATION

SCHOOL

St. Mary's Convent College, Nainital
(ICSE & ISC)
Batch of 2017

BACHELOR OF BUSINESS ADMINISTRATION

Dev Bhoomi Group of Institutions,
Dehradun
2017-2020

PROFILE

Highly motivated Business Development Manager with 2 years of experience in Sales and Education Counselling. Expertise in meeting the objectives of the organisation of developing and implementing effective plans for clients with complex needs. Consistent record of converting sales prospects into loyal, satisfied clients and building a network of referrals in order to increase the sales.

EXPERIENCE

MAYA ACADEMY OF ADVANCED CREATIVITY (MAAC) GURGAON

Business Development Manager **April 2023-May-2024**

- Conversion of potential clients, resulting in a 30% increase in client base within the first year.
- Developed and implemented strategic sales plans to achieve monthly and quarterly sales targets.
- Resolved students and parents enquiries and concerns in a timely and professional manner, ensuring high levels of customer satisfaction.
- Responsible for placement of the students and giving them opportunities to kick-start their career in their respective fields by training and providing workshop and connecting them with the companies.
- Managing the social Media and boosting the Business profile to reach the targeted audience organically.
- Helping the company to assess and meet the Booking and Collection targets regularly.

DIGIPERFORM (HALDWANI)

Education Counsellor **April-2022-December 2022**

- Provided comprehensive counseling to prospective students regarding educational programs, career paths, and admissions procedures.
- Successfully converted leads into enrollments by effectively communicating the value proposition of educational programs.
- Conducted informational sessions and workshops to educate students and parents about various educational opportunities.

**I HEREBY DECLARE THAT ALL THE INFORMATION
PROVIDED ABOVE ARE TRUE AND GENUINE.**