

ROSHNI SONI

Business Development Executive

30/93 Maheshwari Mohal Kanpur

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roshnisoni1315@gmail.com

PROFILE INFO

Results-driven business development expert with a proven ability to drive growth through strategic partnerships, market analysis, and client relationship management. Skilled in identifying opportunities, negotiating deals, and delivering value in competitive markets.

EXPERIENCE

August 2024 - PRESENT

Global Trade Plaza | Civil Lines, Kanpur

Business Development Executive

- Prospected lead sheets for numbers and emails
- Managed outbound as well as in-bound sales through calls and emails
- Handled International Sales for countries including United States, United Kingdom, UAE, pan-Asia, pan-Africa, etc.
- Presented product/service demonstrations to leads and clients
- Working with deadlines and follow-ups
- Skilled in leveraging tools like Bitrix24 and Zadarma

July 2022 - January 2023

Compuhost | Delhi (Remote)

Business Development Executive

- Generated organic leads from Google
- Conducted research and prepared reports on various topics related to the company's operations and industry trends
- Engaged in cold-sales, including making phone calls, sending custom and bulk emails, and preparing correspondence

EDUCATION

2023 - present | Kanpur University

Bachelor of Arts - Sociology

2017 - 2019 | Saraswati Shiksha Sadan

Intermediate

SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking

LANGUAGES

- English
- Hindi