



VISHAL TRIPATHI

Senior Business Development Associate

Innovative and initiative-taking Sales professional with extensive experience in Ed-tech . Track record of success in developing and executing integrated sales programs that drive revenue growth and brand awareness. Proven ability to think outside the box to find creative solutions to problems. Strong project management skills with the ability to lead cross-functional teams to deliver results.

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📍 New Delhi, India

WORK EXPERIENCE

Business Development Associate

Byjus

08/2021 - 04/2022

Bengaluru

Achievements/Tasks

- Used to connect with potential customers, set up meetings, counsel the students on wave platform a unique way of learning and assist them to become premium members.
- Task is to connect with customers on call with the help of the OCRM lead squared and Salesforce and conduct demo sessions with them.
- Generated a revenue of 12lakhs+ in first month and was awarded "Rising Star Award" as a new joinee.

Assistant Team Lead (Sales)

Testbook (skill academy)

06/2022 - 06/2023

Noida

Achievements/Tasks

- Plan and oversee new marketing initiatives . Attend calls, conferences, meetings, and industry events. Prepare PPT presentations and sales displays. Develop Revenue on a regular basis .
- Used to sell skill courses - Data science, Full stack developer, Buisness Analyst and Digital marketing
- 2 times Quarter Performer (July'22-Sep'22 , Jan'23-March'23)
- Promoted as assistant team lead in the month of October and gained some experience of handling 4 BDA along with my individual role.

Team Lead (Sales)

Unlearn Product

06/2023 - 11/2023

New Delhi

Achievements/Tasks

- Appointed as a Team Lead , used to manage 6 sales executives
- As the single Sales Team Lead of the company , i used to recruit and train sales executives and bring revenue for the company
- Used to handle all the sales work of the company , it was a product management course

COLLEGE

Bachelors of Technology

Asansol Engineering College

08/2017 - 06/2021

Information Technology , 7.77
DGPA

SKILLS

Sales software proficiency

Advance Excel

Python

C and DSA

Java

Digital Marketing

SCHOOL

Aditya Birla Vani Bharati (03/2014 - 06/2017)

- 10th - 75% , 12th - 64% (pcm)

ACHIEVEMENTS

Man of the tournament in college cricket tournament

Awarded as best BDA of the month 4 times

Rewarded as Quarted Performer twice in Testbook

INTERESTS

Listening Music

Playing outdoor games

Travelling and Exploring new places

Netflix and Chill