



HARSHIT DUBEY

Business Development

About Me

Results-driven Business Development Professional with a proven track record of identifying and capitalizing on market opportunities to drive revenue growth. Adept at cultivating and nurturing key client relationships, implementing strategic initiatives, and leading cross-functional teams to exceed sales targets. Seeking a challenging role to leverage my skills in driving business expansion, fostering partnerships, and delivering impactful solutions in a dynamic and growth-oriented organization



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Gaur Siddhartham, Ghaziabad

LANGUAGE

- English
- Hindi

EXPERIENCE

Infinity Vision

July 2022- till date

Roles and Responsibilities:

- Conducted comprehensive counseling sessions for students preparing for JEE and NEET examinations, offering tailored guidance on exam strategies, course selection, and career paths.
- Successfully enrolled students into relevant programs, ensuring a personalized and supportive approach to address individual academic needs and goals.
- Spearheaded business development efforts by establishing and nurturing partnerships with various schools, expanding the company's outreach and enhancing its presence in the market.
- Conducted workshops and presentations in schools to raise awareness about the company's services, resulting in increased student enrollment and heightened brand recognition.
- Applied strategic communication skills to effectively connect with school administrators, fostering strong relationships that contributed to sustained business growth and positive client feedback

EXPERTISE

- Management Skills
- Creativity
- Digital Marketing
- Negotiation
- Critical Thinking
- Leadership

EDUCATION

Central Academy

Intermediate
2018-2019

Shree Ram Swaroop Memorial University

Bachelors of Business Administration
2019-2022

IMT Ghaziabad

Post Graduation in Diploma and Management
Distance
2023-2025

SKILLS SUMMARY

Design Process		78 %
Project Management		81 %
Counselling		95%
Marketing Campaigns		81 %

ACCOMPLISHMENTS

1. Achived to register more than 1000+ students by conducting **AITSE** in all more than 15 Districts in Uttar Pradesh by being part of it as Business Development Executive.
2. Registered more than 3500 students in the **Bal Vigyanik Protsahan Pareeksha** for Bundelkhand region