

# Uplakshya Singh

Shahjahanpur, Uttar Pradesh 242406

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Willing to relocate: Anywhere

## Work Experience

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### **Business Development Manager**

Hawk Ecommerce-Gurugram, Haryana

Full-time

0-15 days notice period

November 2023 to Present

As a Business Development Manager at Hawk E-commerce for one year, I honed my skills in identifying and cultivating new business opportunities, fostering client relationships, and driving revenue growth. Additionally, my tenure at Ikap Technologies as a Business Development Executive equipped me with experience in market research, lead generation, and negotiating deals to expand the company's client base. Overall, my combined experiences have enriched my expertise in business development and sales strategies.

### **Business Development Executive**

I kap technologies pvt ltd.-Noida, Uttar Pradesh

May 2023 to November 2023

## Education

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### **Pursuing in Bachelors of business Administration**

Manipal University - Jaipur, Rajasthan

October 2021 to Present

### **Intermediate**

Aakanksha high school - Shahjahanpur, Uttar Pradesh

August 2019 to May 2021

## Skills / IT Skills

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- Sales
- Account Management
- Negotiation
- Team management
- Leadership
- Communication skills

- Organisational skills
- Problem management
- Cold calling
- Presentation skills
- Decision making