



# Faizan Ali

## Business Development Associate

Extremely motivated to constantly develop my skills and grow professionally. I am confident in my ability to come up with interesting strategies and maintain transparency and accountability to the work given.



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New delhi, India

## SKILLS

Lead Squire

Excel

Public Relation

Upselling and cross-selling

Communication

Creative critical thinking

Leadership

Sales

Relationship Management

Team Management

## LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

## INTERESTS

Travelling

Food

Reading

Gaming

Socialising

## WORK EXPERIENCE

### Business Development Executive Unacademy [Graphy]

07/2023 - 10/2023

Bangalore

Achievements/Tasks

- Generating the leads through social media platforms.
- Connecting them on virtual meet and explaining about graphy by unacademy SAAS.
- Suggesting the business strategies and generating revenue accordingly.
- B2B, SaaS Sales.

### Business Development Associate BYJUS Think and Learn Pvt,Ltd.

02/2023 - 06/2023

Bangalore

Achievements/Tasks

- Generating qualified leads from filtered leads.
- Achieving bi-monthly targets of sales, conduction on qualified leads.
- Have proliferated the idea of online and conceptual learning amongst them through virtual counselling.
- Post Sales Engagement, Retention, Key Account Management, Finops Process Post Sales.

### Business Development Associate Idigitalpreneur

02/2022 - 12/2022

New Delhi

Achievements/Tasks

- Developed the ability to deal with clients in terms of Sales, Communication, Negotiation, Marketing, Data Analysis and Project Management.
- Expert at establishing effective cold calling protocols.
- Used and propagated concept selling and took sales goals very seriously.
- Led the team and Generated revenue of INR 7.5 lakhs with in 3 months.

## CERTIFICATES

Ultimate Instagram Growth

Share Market Xpert

## EDUCATION

### Bachelors of Business Administration IIMT Group of college

08/2016 - 06/2019

Greater Noida