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Charishma Bharara

BUSINESS DEVELOPER

EDUCATION

CA Foundation

ICAI : 65%
NOV 2020

B. Com.

PU : 72%
Nov 2022

CLASS XII

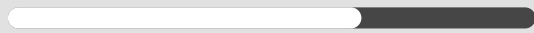
CBSE : 85%
2019

CLASS X

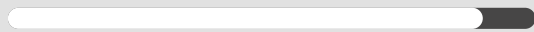
CBSE : 100%
2017

SKILLS

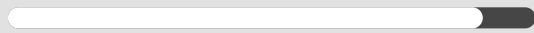
Tally



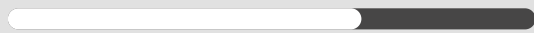
Communications



Presentation



MS OFFICE



CERTIFICATES

Digital Marketing

- E-Mail Marketing
- Social Media Marketing

EXTRA-CURRICULAR ACTIVITIES

- Basketball Player : CBSE State Level
- Anchoring : School Annual Functions

HOBBIES

- Reading
- Nail Art
- Researching Markets
- Watching Web Series

LANGUAGE PROFICIENCY

English
Hindi
Punjabi

SUMMARY

Highly-driven Business Development Executive with about 2.5 years of sales experience in digital and agile environment. Proven ability to identify and develop new growth markets and maintain and grow existing accounts. Exceptional communication skills and ability to navigate client issues through to resolution.

EXPERIENCE

QUESS CORP. LTD. (AXIS BANK)

12 JUNE 2024 - TILL DATE

RELATIONSHIP OFFICER

- Manage relationships with Existing clients.
- Customer consultation and prospect at their places of Business in order to understand current business practice and identify financial goals and needs.
- Analyze current and potential customers banking needs and recommend suitable treasury management solutions.
- Identify opportunities for cross-selling and upselling financial products and services.
- Received recognition for cross-selling banking products.
- Pitched and presented financial tailored solutions to clients from diverse industries such as Real Estate, Advocate Firms, Beauty and Skincare etc.

Stamp Visa Company

1 JUNE 2022 - 31 MAY 2024

Business Developer

- Identify and prospect potential clients through various channels including cold calling and networking
- Develop and maintain strong relationships with existing and new clients, understanding their needs and offering tailored solutions.
- Generate leads, qualify prospect and close sales deals to achieve individual and team targets.
- Conduct market research to identify new business opportunities and stay updated with industry trends and competitors.
- Prepare and deliver persuasive sales presentations and proposals to prospective clients.
- Collaborate with cross-functional teams, to develop effective sales strategies and ensure client satisfaction.
- Keep accurate records of sales activities, customer interactions and deal progress using CRM software.