

PRANJUL SHARMA

Business Development Executive
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SUMMARY

Business Development Executive with over 2 years of experience in educational sales. I have been primarily responsible for end-to-end sales from lead generation to closure. I am looking to work with a dynamic organization that offers me an opportunity to grow. A highly motivated individual is willing to learn new methods.

EDUCATION

Bachelor of Science in Computer Application June, 2017
Sarojini Naidu Govt. Girls P.G. College Bhopal, Madhya Pradesh

WORK EXPERIENCE

VIDHYA INNOVATIVE TECHNOLOGY Indore, Madhya Pradesh
Business Development Executive July 2021- July 2023

- Ensured that new clients will grow into a loyal customer.
- Used CRM (Customer Relationship Management) software to implement the paperless practice.
- Managed and grew the company's social media accounts to promote the same online.
- Managed Indiamart Profile of the company and used Canva to make informational graphics related to the company.
- Planned and strategized daily activity before a day.

ACHIEVEMENTS

- Managed to convert 10 leads into clients out of 30.
- Made 400+ graphics using Canva within a month for posting on Indiamart and other social media accounts.
- Increased calling rate response of company's website from 75% to 88%. (www.vidhyait.in)
- Increased the social media growth of the company and managed to get nice engagement on page through reels.

SKILLS

- CRM
- Microsoft Word
- Canva
- Social Media
- Communication

LANGUAGES

- English and Hindi

INTERESTS

- Travelling, Trekking and exploring nature, Reading Books, Painting.