



Abhishek upadhyay

Senior Business Development Associate

PROFILE SUMMARY

Service-oriented and organized sales coordinator with 4 years of experience in generating revenue and managing sales teams to deliver exceptional service to customers. Effective and successful in assigning key responsibilities to team members based on strengths and following up on progress and goals.

PERSONAL INFORMATION

- Email**
imabhi440@gmail.com
- Mobile**
(+91) 7458886129
- Total work experience**
4 Years 1 Month

KEY SKILLS

- Lead Management
- Lead Generation
- Sales Support
- Business Development
- CRM Management
- Revenue Generation
- Team Handling

OTHER PERSONAL DETAILS

- City** Noida
- Country** INDIA

HOBBIES

Reading books, Travelling, Playing basketball

LANGUAGES

EDUCATION

- 2019** B.Tech/B.E.
Abdul kalam technical university
- 2015** XIIth
English

WORK EXPERIENCE

- Dec 2023 - Jul 2024** Senior Business Development Associate
COUNSELINDIA SERVICES
Identifying sales goals, creating sales plans, B2B, B2C, B2G , Revenue generation , negotiation, problem solving, team handling
- Apr 2022 - Dec 2023** business development associate
byjus
business devolepment, sales and operation , b2b, b2c,managing team, team handling
- Feb 2020 - Jan 2022** Sales engineer trainee
Sandhar Technologies
Sales reporting, Build relationship , support sales teams , prepare report
- Aug 2024 - Present** Business Development Manager
HCL
Setting goals, create strategy , managing performance, analyzing data, building relationship

Projects

- Hindi
- English

61 Days

4 Wheel Steering

four wheel steering actually we are focusing on advantage on four wheel control steering like reduce turning diameter ,highly active etc

COURSES & CERTIFICATIONS

- autocad
- solidworks