



# AARJU GUPTA

BUSINESS DEVELOPMENT ASSOCIATE

## About Me

A highly organized, hard-working, accepting challenges and individual looking for a responsible position to gain practical experience

8423171948

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Sector 44 ,Noida

## Language

- English
- Hindi

## Expertise

- Management
- Skills Creativity
- Sales
- Negotiation
- Critical Thinking
- Leadership

## Experience

Think & Learn Pvt. Ltd  
Noida, India  
13 SEP 2021 - PRESENT

- Understanding the EdTech Landscape
- Learned about the features, benefits, and unique selling points of each product
- Develop a strong foundation in sales techniques, including ameyo calling, email outreach, social selling, and objection handling
- Master the art of effective communication, both written and verbal, to engage potential clients.
- Understand how to create a sense of urgency while respecting the customer's decision-making process.

## Education

### Bachelor of Technology (B.Tech.), (E.C )

CCS University ,SRIET Meerut, Uttar pradesh  
2014 - 2018

### Senior Secondary (XII), Science

GYAN KUNJ ACADEMY (CBSE board)  
Year of completion: 2014

### Higher Secondary (X)

GYAN KUNJ ACADEMY (CBSE board)  
Year of completion: 2012

## Skills Summary

CRM	95%
LANGUAGE	97%
COMMUNICATION	98%
NEGOTIATION	93%
PEPOLE MANAGEMENT	90%