



DEEPIKA THAPLIYAL

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CAREER OBJECTIVE

Motivated and enthusiastic individual with a proactive approach to challenges and a strong desire to contribute positively to a dynamic team. Eager to develop new skills and grow professionally in a collaborative environment that fosters creativity and innovation.

PROFESSIONAL EXPERIENCE

- ❖ **Business Development Manager at Hike Education Ltd.** 12 Feb 2024 – 16 April 2024
 - As a Business Development Manager I have to maintain regular clients management
 - Regular figure out the current marketing scenario and business growth as per industry
 - As in the Ed-tech industry I have to maintain regular follow with the customer, connecting them and onboard them to the courses
- ❖ **Internship (Trikonastha Media)**
 - A study of Lead Generation process in B2B business development
 - Research, track, maintain and update leads and develop new business
 - Increase brand awareness to the customer
 - Building client relationship

PROFESSIONAL SKILLS

- Marketing And business development
- Client Handling
- Interpersonal skills and team work
- Fostered Business solutions with internal and external Partners
- Staying up to date by Conduct competitor's analysis and study of latest market Trends
- Effective product presentation and sales skills

ACADEMIC QUALIFICATIONS

- Master Of Business Administration (Uttaranchal University) (2022-2024)
(Marketing Management & International Business) 9.02 CGPA
- Bachelor of Science (Hemwati Nandan Bahuguna Garhwal University) 7.1 CGPA (2016-2019)
- Intermediate (Uttarakhand Board) (2013-2015)

VOLUNTEER PARTICIPATION

- I was a captain of placement drive management during my MBA
- I have participated in a debate competition as a captain on behalf of my collage at various platforms

INTEREST

- Adventures
- Singing
- Reading books of geopolitical scenario on Daily basis

CERTIFICATIONS

- "Effective Interpersonal Communication" certification Course Conducted By Uttaranchal University Dehradun