

Rajdeep Singh Yadav
B.Tech, Mechanical Engineering

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Present Address:

KB-155 Krishnashilla colony,BINA
SONEBHADRA (231220)

CAREER OBJECTIVE

To work in a firm with a professional work driven environment where I can utilize and apply my knowledge, skills which would enable me as a fresh graduate to grow while fulfilling organizational goals.

BASIC ACADEMIC CREDENTIALS

Qualification	Board/University	Year	Percentage
B.Tech (Mechanical)	Shri Ramswaroop Memorial Group Of Professional Colleges, Lucknow. (AKTU)	2016-2020	74.00%
Intermediate	DAV public sr sec School ,Bina (CBSE Board)	2016	72.00%
High School	DAV public sr sec school,Bina (CBSE Board)	2014	70.50%

EXPERIENTIAL LEARNING (SUMMER INTERNSHIP PROGRAM)

- **Company Name :- National thermal power corporation,shaktinagar singrauli.**
- **Duration :- Four Weeks (1 July 2019 to 27 July 2019)**

OTHER QUALIFICATION

- ❖ Auto CAD
- ❖ SOLIDWORKS

PROJECT

- “Desgin And analysis of Rocker Bogie Mechanism”
In this project ,the rocker bogie mechanism mobility system designed to be used at slow speed.it is capable obstacles there are on the order of side of a wheel. In order for a rovert to complete any science tasks, it first must be able to move confidently in unforgiving terrain.

INTERPERSONAL SKILL

- ❖ Ability to rapidly build relationship and set up trust.
- ❖ Confident and Determined.
- ❖ Ability to Selling skills.
- ❖ Ability of Problem Solving.
- ❖ Ability to motivate team.
- ❖ Upselling
- ❖ Negotiation Skills.
- ❖ Closing

WORK EXPERIENCE:-

Sr. Business Development Executive (shri Balaji InfTech , 13 JULY 2020 TO 17 JULY 2021)

1. Identifying opportunities for new business Development through following on leads and conducting research on target clients.
2. Generate new business opportunities by Meeting potential clients to understand their needs and providing relevant solutions.
3. Meeting and exceeding weekly and monthly activity and Revenue Targets.
4. Settings goals and development plans for Business and revenue growth.
5. Pursuing leads and moving them through the sales cycle.
6. Developing quotes and proposals for prospective clients.

Business Development Associate

Byjus (Think and learn pvt lmted - 05 Aug 2021 to 12 sept ,2022)

1. Team k-12 and k-9 Depatment.
2. Achieved 62 lakh retained revenue over the spam of 13 months.
3. My role is to contact potential customers (students and parents) to setup meetings counsel the student on learning pedagogies and the byjus personalized learning journey and Convince them to enroll with Byjus courses.
4. Pitch plans and investment strategies to potential partners to raise capital.
5. Development business pipeline using cold and warm techniques.

INDIAMART INTERMESH PVT LMTD (India largest B2B platform)

1. Joined as Assistant Manager position, INSIDE SALEs on 05 OCT, 2022 to 2 NOV 2023
2. Achieved 44 lakh Revenue.
3. Pitch product over the call as well as over the video meet.
4. Set up the leads and Generate Revenue for every week.
5. Meeting with BM and CH for Sales panning or target.
6. To check the data and product pitch on the leads which has done by RM.

PERSONAL INTEREST

- ❖ Reading Business book
- ❖ Playing Crickets, and creating E-book
- ❖ Listening Music
- ❖ Watching business movie
- ❖ Travelling .

PERSONAL DETAILS

- ❖ **Father's Name** :- **Subhash singh yadav**
- ❖ **Date of Birth** :- **6th March 1997**
- ❖ **Language Known** :- **English & Hindi**
- ❖ **Marital Status** :- **Single**
- ❖ **Nationality/Religion** :- **Indian / Hindu**
- ❖ **Permanent Address** :- **Village-jargo Post-Ruhipur, District-GhazipurUP,(233001)**

DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.

Place: Lucknow
Date: 15 January 2023

Rajdeep singh yadav