

- Trained new team members by relaying information on company procedures and safety requirements.

April 2021 - June 2022

Think And Learn Private Limited - Senior Business Development Associate,
Bangalore

- Expanded business through effective network development, identifying new, and prospective clients.
- Networked among local business and community organizations to develop leads and generate business.
- Brought in new accounts through successful networking strategies and promotional approaches.

March 2018 - January 2021

Aurostar Research Investment Advisory Service - Business Development Associate,
Prayagraj

- Developed business pipeline using cold and warm techniques.
- Negotiated contracts and closed sales with new and existing clients.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Opened over 500+new accounts, exceeding goals 100%.

ACHIEVEMENTS

- CSP - Certified Sales Professional.
- Certified as Best Sale Manager in the month of November 2023.
- Certified as weekly highest revenue generated ,byjus -month of April.
- Certified Best Team Leader ,Byjus - month of may 2023.
- Certified highest revenue generation as a business development associate in multiple time.