

ROHIT YADAV

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Objective

Dynamic and results-driven Business Development Specialist with over 1.2 years of experience in identifying and capturing new business opportunities. Proven track record of driving revenue growth through strategic planning, market research, and relationship building. Skilled in creating and implementing effective sales strategies.

Experience

- TSL Consulting Private Limited** 20/3/2023 - 21/6/2024
Senior Business Development Specialist
 - * Responsible for Lead generation cold calling and directly involved for inside sales and marketing.
 - * Involved for identifying new businesses and prospective customers.
 - * Take a consultative /solutions approach to your sales lead generation.
 - * Carry out the required market research and profiling to further qualify the prospects.
 - * Build knowledge and understanding of the relevant subject matter that shall pitch to prospects.
 - * Involved in building pitch guides and scripts prior to program execution.
 - * Utilized CRM software to manage customer relationships and track business development activities and performance metrics.
 - * Developed and maintained a strong network of industry contacts to support business development initiatives.
- Pricol Limited** 14/12/2021 - 19/01/2023
Quality Assurance Engineer
 - * To ensure that a company's products and processes meet established quality standards by identifying shortfalls.
 - * Developing corrective measures, and implementing quality control systems.

Skills

- Market Research, Lead Generation, Networking Abilities, CRM Software Proficiency, Data Analysis, Client Relationship Management, Strategic Planning, Project management, Cold Calling, B2B Marketing, MS Excel,

Vocational Training

- 1. TATA Motors Jamshedpur
- 2. Heavy Engineering Corporation Limited , Ranchi. Jharkhand

Projects

- **Synthesis of Biofuel Using Waste Cooking Oil**

Education

- **KIIT University Bhubaneswar** 2020
B.Tech In Mechanical Engineering
7.02
- **Adarsh Intermediate College Allahabad** 2014
Intermediate
71.4
- **Raj Inter College Jaunpur** 2012
High-school
82.33