

# SALONI

Female, 21 Years

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## EDUCATION

Bachelor of Arts	2021-2024	Hansraj College, Delhi University	7.58 CGPA
CBSE (Class XII)	2021	RPVV Narela, Delhi	92.6 %
CBSE (Class X)	2019	RPVV Narela, Delhi	81.2 %

**SKILLS:** Research, Strategy, Analysis and Development

**SOFTWARES:** Spreadsheet, Tally, Power Point, Adv. Excel,

## Experience

### Business Development Executive | Numero web Service Pvt. Ltd.

Jan2024- June 2024

- Assisted in crafting and executing strategic sales plans, contributing to a **10% growth** in quarterly revenue.
- Market research initiatives to identify new business opportunities, increasing **lead generation by 25%**.

## INTERNSHIPS

### Business Development Intern | Near Bond

Aug2023-Dec 2023

- Performed secondary research and conducted Cohort analysis into emerging trends and behaviour of the local sellers and recommending strategies for the purpose of enhancing company sales, identified potential new market segment opportunities.

### Business Development Intern | OCPL Tech

April2023- June 2023

- Worked remotely to deliver a tech solution to the clients across the country, help them with the best solutions in the market. Deal with B2B.
- Bought potentials leads from indiamart and justdial portals and converted the leads with a **7.8% conversion rate**. Help the marketing team by writing tech blog.

### Business Development Intern | Clocktos Infotech

Nov2022-March 2023

- Generate sales and promote the Palgeo product.
- Analysed the data to ideate effective approaches and strategies to support the increment in the sales of the ERP of the Sales department, formulated the strategies using excel, resulted in an increase in sales of about **2.4%** for the month of December.

## ACADEMIC ACHIEVEMENTS AND AWARDS

- Secured **Rank 2** in Role Play at District level.
- Secured **Class Rank 3**, in CBSE Class 10<sup>th</sup>
- Secured **Class Rank 1**, in CBSE Class 12<sup>th</sup>

## POSITIONS OF RESPONSIBILITY

- Coordinator | The Finance & Investment Cell, Hansraj** [July 2022 – March 2024]
  - Responsible for leading a team of **50+ members**.
- Volunteer | Sports Council Hansraj** [Sep 2022 – April 2023]
  - Successfully orchestrated and managed sports fest at Hansraj, overseeing all aspects of planning, coordination, and execution.
  - Ensured the smooth running of the event, providing a memorable experience for all attendees and contributing to its overall success.

## EXTRA-CURRICULAR ACTIVITIES AND ACHIEVEMENTS

### Mentor Coordinator | Desh Ke Mentor (Delhi Govt.)

[March 2022 – August 23]

- Handling **Mentors** queries and helping them to build new skills like management, communications etc. **Hansraj**
- Won **silver** medal in (annual sports fest of Hansraj), year 2023.

## OTHER INFORMATION

- Languages Known: English, Hindi
- Interests: Badminton, Chess and Travelling catch my interest.