

# Aditi Singh

## BUSINESS DEVELOPMENT ASSOCIATE

To work on a challenging job profile which provides an opportunity to enhance my skills and knowledge, to grow with the organization.

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## WORK EXPERIENCE

### Business Development Associate VEDANTU

03/2024 - Present Patna

#### Achievements/Tasks

- As a Associate Academic counselor at Vedantu , I play a key role in identifying and nurturing new business opportunities.
- Utilizing Vedantu 's innovative educational technologies, I engage with potential clients, understand their requirements, and propose customized solutions to meet their educational needs.
- My focus is on fostering strong relationships and driving growth through strategic partnerships and effective negotiation.
- I aim to contribute to Vedantu 's expansion and success by leveraging my expertise in business development and delivering value to our clients.

### Relationship Manager PENNY KART SALES & DISTRIBUTION

03/2022 - 03/2024 Patna

#### Achievements/Tasks

- Develop a deep understanding of each client's needs and preferences regarding Penny Karts. Maintain regular contact to ensure satisfaction and address any concerns promptly.
- Implement strategies to promote Penny Karts effectively, including personalized recommendations and tailored sales pitches based on client profiles.
- Stay informed about industry trends and competitor activities to provide clients with relevant information and stay ahead in the market.
- Monitor sales performance and client feedback to identify areas for improvement and adjust strategies accordingly.

### Consumer Sales Promotor VODAFONE

07/2021 - 12/2021 Patna

#### Achievements/Tasks

- Actively promote Vodafone's products and services, including mobile plans, devices, and data packages, to potential customers.
- Drive sales by converting leads into customers through effective sales techniques and product demonstrations.

## EDUCATION

### MBA Symbiosis International University

07/2024 - Present Pune

#### Courses

- Analytic and Data Science

### B.A College of Commerce

08/2021 - 05/2024 Patna

#### Courses

- English Hons

## SKILLS

Communication

Relationship Building

Team Work

Time Management

Sales

Critical Thinking

Ability to Work Under Pressure

Business Development

Lead Generation

Management

MS Word

MS Excel

## ACHIEVEMENTS

### Best Performer (04/2024 - 05/2024)

As a Best Performer Reward recipient at Vedantu in the BDA role, you excelled in achieving top sales, effectively engaging clients, and leveraging strategic insights to drive business growth.

## LANGUAGES

English

Professional Working Proficiency

Hindi

Native or Bilingual Proficiency

## INTERESTS

Sports

Travelling

Singing