

ARJUN SINGH CHOUDHARY

72-A, ASHUTOSH CITY, BAREILLY, U.P, INDIA, 243122

Contact: +91 8126846414 | Email: choudharyarjun169@gmail.com

OBJECTIVE

- ✓ MY VISION - To be a part of an organization which uses my skills and expertise in its process of growth and prosperity while giving me opportunities to learn and enrich my competencies.
- ✓ Determination, Dedication and Desire – will be the three Guides for my Vision.
- ✓ Hard Work is my Means and Mission.

PERSONAL SNAPSHOT

- A dynamic professional having 1 year of experience in Customer Satisfaction and retention, Management.
- Excellent verbal & written communication skills.
- Result oriented & responsible with strong professional ethics.
- Ready to meet work pressures and deadlines.
- Highly motivated and eager to learn new things.
- Dynamic, enterprising, enthusiastic & well presentable.
- Attentive listener and keen observer.

WORK
EXPERIENCE

Hiimpact
Consultancy Pvt.
Ltd.

June,2023-Dec,2023

Business
Development
Associate

Roles & Responsibilities as follows:

- **Lead Generation**- Identify and qualify leads through various channels, such as networking, cold calling, and social media.
Develop and maintain a robust pipeline of prospects.
- **Market Research**- Analyze market trends and identify potential business opportunities.
Conduct competitive analysis to understand market positioning.
- **Client Relationship Management**- Build and maintain relationships with potential clients.
Understand client needs and tailor solutions accordingly.
- **Sales Support**- Assist the sales team in closing deals by providing necessary information and support.
Prepare presentations and proposals for potential clients.
- **Follow-Up**- Conduct regular follow-ups with leads and existing clients to nurture relationships and explore new opportunities.
- **Reporting and Analysis**- Track and report on business development metrics, such as lead conversion rates and sales forecasts.
Analyze the effectiveness of business development strategies and make recommendations for improvement.
- **Collaboration**- Work closely with marketing, sales, and product development teams to align strategies.
Provide feedback from clients to improve product offerings.

Roles & Responsibilities as follows:

- Worked for **BHARTI AIRTEL** as a digital sales representative.
- **Sales Target Achievement**- Meet or exceed sales targets set by the company.
Develop and execute sales strategies to maximize revenue.

Adroit Synergies
Pvt. Ltd.

May,2024-Sept,2024

Digital Sales Representative

Computer Skills and Certifications:

- **Product Knowledge**- Maintain in-depth knowledge of the company’s products and services.
Demonstrate product features and benefits to clients effectively.
- **Client Acquisition**- Identify and approach potential clients to generate new business.
Conduct cold calls, attend networking events, and follow up on leads.
- **Relationship Management**- Build and maintain strong relationships with existing clients.
Provide exceptional customer service to ensure client satisfaction.
- **Reporting**- Track sales activities and report progress to management.
Maintain accurate records of client interactions and sales pipelines.
- **Customer Service**- Address client queries, resolve issues, and provide ongoing support to ensure client satisfaction.

-
- Well versed with Windows, MS-Office, and Internet Browsing.
 - English typing speed 35 words per minute.
 - Familiarity with file management and organizational skills.
 - Experience using social media for business (e.g., LinkedIn, Twitter, Facebook)
 - Experience in data entry tasks and maintaining databases.

EDUCATIONAL QUALIFICATION

PERSONAL INFORMATION

COURSE	INSTITUTE / SCHOOL	YEAR OF PASSING	EXAMINATION BOARD	PERCENTAGE
BBA	REGIONAL COLLEGE, BAREILLY	2019-2022	M.J.P ROHILKHAND UNIVERSITY, BAREILLY	59.52%
12 TH STD	RADHA MADHAV PUBLIC SCHOOL, Bareilly	2019	CBSE BOARD	56%
10 TH STD	RADHA MADHAV PUBLIC School, Bareilly	2017	CBSE BOARD	6.6 CGPA

- **Date of Birth** : 21-09-2001
- **Languages Known** : English & Hindi
- **Nationality** : Indian
- **Marital Status** : Un-Married

I hereby declare that all above information furnished by me is true & correct in the best of my knowledge.

Place:

Date:

(ARJUN SINGH CHOUDHARY)
