Piyush Mishra

Jr. Lawyer

Profile Summary

I am a results-oriented professional with a diverse background in operations, sales, and legal practice. My experience encompasses roles as an Operations Associate at Impact Guru, a Business Development Executive at Zell Educations, and a Jr. Lawyer at Litigation. In my previous roles, I have consistently delivered on key objectives, such as revenue generation, customer engagement, and legal support. I excel at communicating effectively with customers, offering tailored solutions, and meeting and exceeding targets. My ability to adapt to various industries and my commitment to maintaining high levels of customer satisfaction make me a valuable asset to any team.

Education

LLB, Law
Mumbai University, 2025

12th, English
Maharashtra, 2019

10th, English
Maharashtra, 2017

Employment History

August 2021
April 2022

Jr. Lawyer
Litigation

- Drafting agreements and legal notices.
- Responding to legal notices received.
- Drafting and filing suits, writs, petitions, and caveats before respective courts.
- Preparing related legal documents.
- Representing clients in appearances before district, city civil, or higher courts.
- Handling cases related to suits, writs, arbitration, intellectual property law, company law, and general civil laws.
- Briefing the matter to immediate partners, senior partners, and of counsel.
- Conducting research work including case-laws research and technical research.

May 2023

BD Executive

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mpiyush151@gmail.com

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Versatile Professional with Expertise in Operations, Sales, and Legal Practice

Key Skills

Negotiation
★★★★★

Time Management Skills
★★★★★

Excel
★★★★★

Communication Skills
★★★★★

Adaptability
★★★★★

Relationship Building
★★★★★

Personal Information

Date of Birth	10th December 2001
Gender	Male
Address	B/304 Deepangan CHS Ltd. Aambavadi Nsp East
City	Mumbai
Country	INDIA
Marital Status	Single / unmarried

Zell Education

Business Development Executive Zell Educations
-Help students select the right course.
-Drive sales through warm calling, engagement of students, suggestive selling, and sharing course knowledge.
-Identify potential clients and partners; engage with them to understand their needs and counsel students on selecting appropriate courses.
-Manage relationships with existing clients and partners; develop new relationships to drive business growth.
-Oversee the entire sales process, from lead generation to deal closure, including negotiation, onboarding, and generating new business ideas through referrals.
-Build sales leads via referrals and cold calling, consistently meeting monthly revenue targets.
-Collaborate with Sales and Marketing team to plan and execute new marketing initiatives, ensuring alignment with sales objectives.

June 2022
January 2023

Operations Associate

Impact Guru

- Generate sales and revenue for the organization by proactively calling existing and potential customers to explain the benefits and features of products and services.
- Utilize inbound and outbound calls to effectively cross-sell and up-sell products and services, maximizing revenue opportunities.
- Record and maintain accurate communication records with customers to update the organization's database, ensuring proper documentation and follow-up.
- Address customer inquiries and concerns by providing detailed information about products and services, aiming to achieve high levels of customer satisfaction.
- Gather relevant information by asking targeted questions in order to understand customer requirements and provide personalized recommendations.
- Nurture and cultivate strong relationships with customers to foster long-term loyalty, encouraging repeat business and referrals.
- Acquire in-depth knowledge of customer products and services, enabling the ability to make informed and tailored recommendations based on customer needs and preferences.
- Demonstrate exceptional performance by consistently meeting and exceeding daily and monthly targets in terms of call volume and sales, ensuring the attainment of revenue goals.