

RESUME

RAJNISH SINGH

📍 Hometown: Ballia | Current Location: Noida (Sector 134), Pin Code: 201304

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Objective

Motivated and results-driven Business Development Executive with over 1.5 years of experience in sales, lead generation, and client engagement across telecom and cloud industries. Skilled in cold calling, communication, and team collaboration, with a passion for continuous learning and professional growth.

Education

Bachelor of Business Administration

Shri Ramswaroop Memorial University, Lucknow (2020 – 2023)

Intermediate (Commerce)

U.P. Board (2020)

High School

CBSE Board (2017)

Skills

Technical Skills:

- MS Office (Word, Excel, PowerPoint)
- Lead Generation
- Cold Calling

Soft Skills:

- Communication
 - Leadership
 - Time Management
 - Decision Making
 - Interpersonal Skills
 - Teamwork
 - Self-Learner
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Certifications & Internships

- Google Digital Marketing Certification

- Sales & Marketing Intern, Universal Tribes, Pune, Maharashtra
 - Marketing & Sales Intern, Ifortis Worldwide, Bangalore
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Professional Experience

Business Development Executive

Net2 Secure Pvt. Ltd., Greater Noida (Sector 4)

July 2023 – Present

Roles and Responsibilities:

- Generated leads through targeted outreach and research
- Conducted cold calling in India to identify and engage potential clients
- Collaborated with sales teams to convert leads into business opportunities
- Industry: Cloud Services

Business Development Executive

VoIP Office LLC, Noida (Sector 63)

January 2023 – June 2023

Roles and Responsibilities:

- Generated leads using multiple business development strategies
 - Conducted cold calling in India, the USA, and Canada
 - Built strong client relationships through consistent follow-ups
 - Industry: Telecommunications
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Workshops & Seminars

- Participated in a Workshop on Business Planning
 - Attended a Seminar on Soft Skills Development
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Declaration

I hereby declare that all the information provided above is true and correct to the best of my knowledge and belief.

Signature:

