

DEEPAK KUMAR

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SKILLS

- Sales & Business Development, Client Acquisition, Partner Onboarding, Market Research, Negotiation, Data Analysis, Relationship Management, Process Optimization.
 - Analytical Tools: SQL, Excel Advanced, MIS Reporting.
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WORK EXPERIENCE

Business Development Associate at Urban Company

March 2024 - Present

- Led client acquisition and sales initiatives, driving revenue growth through strategic business development.
 - Conducted market research, generated leads, and built strong relationships to expand customer base.
 - Collaborated with cross-functional teams to implement innovative sales strategies, improving conversion rates.
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PROJECT

Ro-Native Product service at Urban Company

- Increased Ro-Native product sales by 35% through targeted marketing and customer engagement. Introduced a loyalty program, leading to a 25% rise in repeat customers.
- Improved lead response time by 40%, enhancing customer satisfaction and conversions.

Partner Onboarding at Urban Company

- Managed and streamlined the onboarding process, ensuring a smooth transition for new clients/employees.
 - Developed training resources, standardized workflows, and improved documentation for efficiency.
 - Collaborated with teams to enhance user experience, reducing onboarding time and improving retention.
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EDUCATION

Dr. A.P.J Abdul Kalam Technical University LUCKNOW.

VCTM, Aligarh

- Bachelors of Technology(Computer Science & Engineering)-SGPA : 7.4 Aug 2020-July 2024

UP Board,S.O.P.K.S.S INT Coll PURENI ISM ALIGARH.

- Intermediate in (PCM),52%. 2019-2020
 - 10th Standard(Math, Science,),62%. 2018-2019
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CERTIFICATIONS

- Sales & Marketing Fundamentals – **Coursera**
 - Excel Bootcamp - **lets upgrade** July 2024
 - SQL Bootcamp - **Geekster** Aug 2024
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LANGUAGES

- English, Hindi