

## **CURRICULUM-VITAE**

Ankit Chaudhary  
Associate Bussiness Development Manager

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### **PERSONAL STATEMENT**

To productively utilize my knowledge skills & experience towards organizational and self growth leading to enhanced excellence in the organisation & my career graph.

**Area of specialization : Bussiness Development, Client Servicing and operations**

#### **Managerial**

- Build business in new markets and areas.
- Can identify threats as well as opportunities.
- Developing and motivating teams to do better.
- IT literate and proficient in MS Word, Excel.
- Comfortable in dealing with Senior Managers or Executives.
- Developing business relationships through networking.
- Can communicate complex technical data and statistics clearly.
- Ability to win and retain long-term high quality clients as well as recurring business

#### **Personal**

- Willing and capable of learning and adapting quickly.
- Ability to communicate in a clear and effective manner.
- Having the patience to deal with multi decision maker sales processes.
- High level of personal organisation and time management skills.
- Ability to always maintain self-motivation and be consistently pro-active

### **CARRER HISTORY**

***Connect2Gurukul Services pvt ltd- Educational ERP Company***

Associate Bussiness Development Manager Feb 2013 – Present

Responsible for generating leads in schools who want automation software for managing different departments of schools.

Also in charge of providing clients with a service that continually delivers significant value and meets their needs.

### **RESPONSIBILITIES**

- Internet and digital marketing using various tools and techniques
- Giving continuous accurate and relevant feedback to company Directors and Senior Manager.
- Reviewing existing contracts and looking for growth opportunities.
- Bringing together necessary resources to deliver on client objectives.

- Ensuring that the sales database is always up to date and accurate .
- Implementing sales and marketing strategies and plans.
- Ensuring that proper procedures and practices are in place so that maximum efficiency is achieved.
- Demo and presentation to school and colleges
- Identifying prospective clients and then contacting them.
- Participating in product or service development and design.

## Educational Qualifications

EDUCATION	YEAR & BOARD	PERCENTAGE
B.TECH(CS)	2012(UPTU)	63.4
12th	2007(CBSE)	82.2
10th	2005(CBSE)	79.9

## Personal Detail

Name : Ankit Chaudhary

Date of Birth : 05-Dec-1989

Sex : Male

Father Name : Mr. Vijay Pal Singh

Languuages : Hindi

Address for Communication : Modinagar