

Harshita Jaiswal

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CAREER OBJECTIVE:

I would be a valuable asset to the organization and my objectives along with my skills will be complement for each other. To carve out a niche for myself in the corporate world where I can prove my abilities and talent to contribute towards organizational and personal growth.

Core Competencies:

- Business Development
- Excellent Communication
- Flexible & Adaptable
- Focused

EDUCATIONAL QUALIFICATIONS:

Qualification	Institute	Board / University	Year of Passing	% / CGPA*
PGPM	IBS Ahmedabad	ICFAI Foundation	2020	6.24
B.Com	S.M Patel institute of commerce	GLS University	2018	73.25
XII	ST Xavier high school	Gujarat State Education Board	2015	55.46
X	St Kabir	Gujarat State Education Board	2013	57.5

SUMMER INTERNSHIP:

Organization : BB Daily by Big Basket duration (19th Feb 2019 – 24th May 2019).

Project Title : The study of online grocery and promotion with reference to bb daily

Brief : To understand big basket daily concept which is inventory model. Its main objective to make people aware about this application service which they provide to customer for their benefit. Getting permission for society to make people aware by going door to door in society. Try to pitch customer for bb- daily tell them about the offers and policy which our company provide and its unique from other vendors.

Location : Ahmedabad

Key Responsibility:

1. Lining Up Seclude for The day
2. Taking Permission For the Promotion Activity
3. Pitching For Subscription.
4. Manage BDE, Employee Under Me
5. Total subscription done 240

WORK EXPERIENCE

1. Organization: - y com
Designation: - business development executive
Location: - Ahmedabad
Duration: - 2.5 years (03/04/2017 To 28/09/2019)
Key responsibility: - 1) Lining up schedule
2) meeting
3) pitching
4) closure
2. Organization: - Byjus (Think and learn pvt ltd)
Designation: - Business development executive
Location: - Bangalore (Work From Home)
Duration: - 8 months (currently working)
Key responsibility: - 1) Handled Client Servicing & Customer Service Area.
2) Created Ideas for incremental revenue for the company for marketing.
3) Team handling to generate revenue

Significant highlights:

- To get permission and conversion.
- To maintain customer relationship
- To provide after sales service
- Provide Effective product knowledge to customer
- Customer Retention

ADDITIONAL CERTIFICATION:

- Certificate of LIC
- Professional communication competencies
- Access Bar, Body Process and Face Lifting Trainer
- Google Analytics for Beginners
- Advance Google Analytics
- The essential guide to digital marketing with Facebook
- The Fundamentals of digital marketing

EXTRA CURRICULAR:

- House captain in school
- Organize events at IBS Ahmedabad with cultural committee
- Coordinator of dance event at IBS Ahmedabad

ACHIEVEMENTS:

- Went on leadership camp at mount abu organized by IBS Ahmedabad
- Played throwball in inter school competition
- Participated in all India supply chain solution competition.

PERSONAL INFORMATION:

- Father's Name : Ajay Jaiswal
- Permanent Address : 16 Nimit residency near Krishna-3 bungalow behind sanagth mall-1 motera
Ahmedabad
- Language Proficiency : English, Hindi and Gujarati

- Computer Skills : Substantial Knowledge of working with MS Office, internet, Excel and other required software's to perform tasks.
- Hobbies : Love to travel the world , basic knowledge of playing guitar, Strong will power, Passion to learn new things / Curiosity, food blogging