



# Rahul Kumar Gupta

Business Development  
Associate

## Contact

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## Skills

Customer-Centric

Approach

Advanced

Business development

Upper intermediate

Negotiation and Closing

Skills

Advanced

# Summary

Results-oriented and highly motivated Business Development Associate with a proven track record in sales, particularly within the dynamic field of EdTech. Adept at cultivating and nurturing client relationships to drive revenue growth. Consistently exceeding sales targets. Strong communication and interpersonal skills, coupled with a strategic approach to business development. Seeking to contribute expertise and drive success in a challenging role within a forward-thinking organization.

## Work History

2022-03 -  
2023-11

### Senior Sales Associate

*Think And Learn Pvt Ltd (Byju's), Patna*

- Trained new sales personnel on company policies, customer acquisition strategies, and successful sales techniques.
- Met or exceeded sales objectives on a consistent basis to drive company growth.
- Monitored sales processes to identify areas in need of improvement and implemented systems to rectify issues.
- Generated sales leads and cold-called potential customers.
- Kept a detailed track of sales and customer information in company system.
- Developed and maintained knowledge of current sales and promotions.

2020-11 -  
2022-01

### Marketing Officer

*Indusind Bank, Patna*

- Analyzed business data closely to ascertain areas of opportunity and improve revenue growth
- Brokered risk-free credit approvals through considered collaboration with legal teams
- Prepared loan and mortgage agreements through timely implementation
- Gained positive client feedback.

Proven Sales Record

Advanced

Critical and Analytical  
thinker

Upper intermediate

Time Management

Upper intermediate

## Languages

English

Upper intermediate

Hindi

Advanced

2018-07 -  
2020-07

### Merchant Executive

*Airtel Payment Bank, Patna*

- Monitored service delivery and proactively intervened to correct problems
- Used persuasive sales techniques, a friendly approach, and extensive knowledge of product range to successfully obtain sales
- Researched prospective buyers to identify the needs of the target audience.

## Education

2014-07 -  
2017-07

### Bachelor of Arts: Political Science

*Magadh University - Patna, Bihar*

2012-06 -  
2014-05

### High School Diploma

*Government Senior Secondary School - Patna, Bihar*

## Accomplishments

#### Digital Sales Growth:

Pioneered digital sales initiatives, contributing to a significant increase in online sales and enhancing the company's digital presence.

#### Exceeded Sales Targets:

Consistently surpassed quarterly and annual sales targets

#### New Business Development:

Successfully generated value growth of new business through strategic prospecting and networking efforts, expanding the customer base.

## Strength

#### Leadership:

Proven ability to lead and manage a team of Business and Sales professionals

**Creativity:**

Innovative approach to increase interest of parents and students.

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## Additional Information

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**Personal Details:**

- Date of Birth: May 17, 1996.
- Relationship Status: Single/Unmarried.
- Address: Patna, Bihar, 800007, India

**Hobbies:**

- Playing sports like cricket.
- Travelling.