



Tushar Kumar Jha


Sr. Business Development Executive

Seeking a career to utilize my academic knowledge & interpersonal skills gained so I can contribute positively to the growth of the organization. Frequently praised as proactive by peers, I can be relied upon to help your company achieve its goals.

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WORK EXPERIENCE

Sr. Business Development Executive. Scaler Academy by Interviewbit.

10/2022 - Present

Bangalore

Achievements/Tasks

- Preparing sales plans with help of data in CRM, Prospecting candidates with approach of counselling and need generation.
- Hitting monthly sales target and completing last three quarters with an average of 104% target completion.

Business Development Executive. Unacademy.

04/2021 - 10/2022

Bangalore

Achievements/Tasks

- Developed Business pipelines using cold and warm techniques, engaging with customers to drive sales using suggestive selling.
- Efficiently focused on the input & output matrix which resulted in over achieving the target thrice by closing 700+ units.

Business Development Executive. Vedantu.

12/2019 - 04/2021

Ranchi

Achievements/Tasks

- Served as an enthusiastic and knowledgeable Sales Associate in this High Performance environment that Emphasizes On Spreading the Unique Way of Online Learning.
- Successfully got into V Achievers Elite Club 2 times for over achieving monthly targets.

EDUCATION

B.Tech Electrical Engineering Techno India University , West Bengal , Kolkata

2015 - 2019

SKILLS

Fast Learner

Strong Attention to detail

Persistent Problem Solver

Effective Time Management

Counseling

Inside Sales

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

INTERESTS

Travelling

Cricket