

SONALI SHARMA

Business Development

+919920609181

Sonalivksharma@gmail.com

Gurgaon, India

EDUCATION

Bachelor of Commerce

Mumbai Universtiry
(2017 - 2020)

CS Foundation

Cleared
(2016)

SKILLS

- Communication Skills
- Digital Marketing
- Negotiation
- Critical Thinking
- Management Skills

LANGUAGE

- English
- Hindi
- Marathi
- Marwadi

PROFILE

Motivated and target-driven Business Development Executive with over 4 years of experience in the education industry. Proficient in student outreach, lead generation, counseling, and closing admissions across schools, colleges, and training institutes. Skilled in building strong relationships with students, parents, and academic partners to drive enrollment growth. Committed to delivering personalized guidance and meeting business targets with a consultative and professional approach.

WORK EXPERIENCE

SSB ENGINEERING & ELECTRICALS

2023 - Present

Business Development Executive

Working as a Business Development Executive managing client acquisition, proposal follow-ups, and sales coordination. Supported project execution by liaising with the technical team and ensured timely delivery. Contributed to revenue growth through effective client relationship management.

BAKLIWAL FOUNDATION

2021 - 2023

Career counsellor

Work includes handling student counseling, lead follow-ups, and admission support. Conducted outreach activities like school visits and seminars to drive engagement. Managed documentation and student records while contributing to monthly enrollment targets.

REFERENCES

Yogender Bochiwal

Deputy Manager / Qlite

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CFO / Mehta Finance

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