

Akanksha Rathod

Business Development Exe,Market Reasearch,Lead Generation,CRM

Nashik, Maharashtra

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To attain a responsible position in industry that will utilize my knowledge that will impact company's growth and enrich my professional skills.

Willing to relocate: Anywhere

WORK EXPERIENCE

Business Development Executive

viaChat India Pvt. Ltd. - Bangalore, Karnataka - September 2015 to Present

Responsibilities

Lead Generation , Cold Calling, Sales report and presentation to Board of director, CRM, Market Research, Data Management, End user Testing.

Accomplishments

Interaction with Customer, product demonstration, product testing

Internal Sales Cordinator

Armstrong Machine Builder Pvt Ltd - Pune, Maharashtra - August 2014 to August 2015

Responsibilities

Cold calling, Lead generation,Market Research,CRM,Business Development, Customer database creation and maintainance, Strategic key accounts maintainance.

EDUCATION

MBA in Marketing

Pune University - Pune, Maharashtra

2013 to 2015

B.E in Information Technology

Pune University - Pune, Maharashtra

2009 to 2013

Sinhgad Institute

H.S.C. in Technology

Institute of Engineering - Nashik, Maharashtra

SKILLS

Market research,Lead generation,CRM,Business Development (1 year)

ADDITIONAL INFORMATION

Technical Skills

- Proficiency in Microsoft Word, Powerpoint, Excel sheet.

Proficient or familiar with a vast array of programming languages, concepts and technologies, including:

Operating System Windows XP/2007/2008

Languages JAVA, J2EE, C, C++

Database My SQL 2005, Access 2007, Oracle 10g