

ANIKET KUMAR

Research Enthusiast

Hisar, Haryana

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9560901375

Research enthusiast with an Economics background whose sole purpose is to be efficient in his role by making effective use of his research and communication abilities.

Driven with virtues of stoicism, I believe in making every moment count in order to achieve my planned goals and aspirations.

My life is driven by this single statement, " Life doesn't happen to you, It happens for you."

Willing to relocate: Anywhere

WORK EXPERIENCE

Business Development Trainee

BYJU'S

September 2020 to Present

- Connect with potential customers.
- Set up meetings and convince them to become a premium customer
- Research regarding new ways to make the sales strategy more efficient and effective.
- Closed 30 deals in the span of 3 months.

Business Development Executive

ORNAZ.com - Gurgaon, Haryana

August 2019 to February 2020

- Oversaw the sales process to attract new clients.
- Worked with senior team members to identify and manage risks.
- Maintained fruitful relationships with clients and addressed their needs effectively.
- Researched and identified new market opportunities.
- Top Performer in the month's of September, November, January
- Closed around 50 deals worth around INR 55 Lakhs in the time span of 7 months.

Quality Assurance Tester

Babel Media - Gurgaon, Haryana

July 2018 to November 2018

- Created accurate and efficient test scripts to manage automated testing of certain projects.
- Managed quality assurance on various products.
- Collaborated with developers and product owners to stay current on product features.

EDUCATION

Bachelor's in Economics

Shaheed Bhagat Singh College, University Of Delhi - Delhi, Delhi
2015 to 2018

High School Diploma in Commerce

Holy Angel School - Hisar, Haryana
2014 to 2015

SKILLS / IT SKILLS

- **Market Research**
- **Communication**
- **Analytical Skills**
- **Research**
- **Economics**
- **Business Development**
- **Microsoft Office**
- **Leadership**
- **Presentation Skills**

ONLINE PROFILE

<http://linkedin.com/in/aniket-kumar-084636190>