







# ANISH YADAV

## BUSINESS DEVELOPMENT EXECUTIVE

### CONTACT

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### EXPERTISE SKILLS



- Account Management
- Digital Literacy
- Lead Generation
- Microsoft office suite
- Internet and Web Browsing
- Data Scrapping
- CRM
- Market Research
- B2B Sales

### LANGUAGE

English

Hindi

### INTEREST

-  Travelling
-  Stock Market

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### OBJECTIVE

Driven and results-oriented professionals with a strong background in lead generation and business development. Adept at identifying new business opportunities, building and maintaining client relationships, and driving revenue growth. Seeking to leverage proven sales and marketing strategies to contribute to the growth and success of a dynamic organization.

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### EDUCATION

#### Bachelor's of Science in IT

Thakur College of Science & Commerce (2020-2023)

- Developed a Twitter sentiment analysis project in final year, demonstrating proficiency in data analysis and programming languages.

#### 12th - ICSE

St. Mary's School (2017-2019)

- Recognized for exceptional leadership and teamwork skills as captain of the school basketball team, leading the team to multiple tournament victories.

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### EXPERIENCE

MITR Learning And Media April 2023 - Present

#### Business Development Executive

- An accomplished Business Development Executive with a strong background in Information Technology. Experienced in managing accounts and contacts, lead generation, email generation and email campaigning, and CRM tools. Skilled in conducting product demos and presentations to potential clients, developing strong client relationships, and providing accurate sales forecasts and reports to management.
- Works closely with the business development team regarding B2B communication

