

ARAV INDRA

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Location: India

SUMMARY

Highly motivated recent graduate seeking an entry-level role in Business Development. Strong academic understanding of sales funnels, lead generation, client communication, and market research. Passionate about building customer relationships, identifying new opportunities, and supporting organizational growth.

EDUCATION

BBA – Marketing & Business Development (2025)
Global School of Management

INTERNSHIP EXPERIENCE**Business Development Intern – MarketEdge Pvt. Ltd. (Jan 2024 – Apr 2024)**

- Assisted in identifying potential leads through online databases and social media.
- Helped prepare pitch decks, proposals, and sales presentations.
- Conducted market research to analyze competitors and customer needs.
- Supported outreach campaigns and recorded responses in CRM.

PROJECTS

- Conducted a lead-generation study that improved conversion predictions by 18%.
- Created a 20-page business expansion plan for a mock startup.

SKILLS

Lead Generation, Communication, Presentation, CRM Basics, Research, Teamwork, MS Office

DECLARATION

I hereby declare that the above information is true.