




GLORIA PEREIRA

CONTACT

 977 369 1762

 Gloria.p2191@gmail.com

 Mumbai

INTERESTS

LATIN DANCING

LATIN AND AFRO MUSIC

SWIMMING

CREATIVE ART CONTENT DESIGNING

EDUCATION

DEGREE/BACHELOR

APTECH AVIATION ACADEMY

2009-12

LANGUAGES

ENGLISH

HINDI

MARATHI

KONKANI

PROFILE

Business Development Executive Skills with experience in over 6 industries. Proven ability to generate new and nurturing existing clientele, exceptional communication skills and generate an organized work structure focused towards achieving set goals.

WORK EXPERIENCE (LAST 3)

| MUMBAI |

- Generating and connecting new leads from existing data.
- Conducting online demonstration trial classes with new students (clients) as well as registered students.
- Monitoring student progress and assigning regular tests and projects
- Motivate, Guide, Lead and assist students in achieving their goals.

BYJUS FUTURESCHOOL | MUMBAI | JUNE '20 - OCTOBER '22

- Conducting online coding demonstration trial classes with new students (clients) as well as registered students.
- Overseeing students progress and providing timely reviews to parents.
- Promote courses and counsel new students to enroll for the right course
- Developing training material an innovating new teaching methods.

EXECUTIVE (BUSINESS DEVELOPMENT)

CRISIL RESEARCH | MUMBAI | OCT '18 - MARCH '20

*COVID IMPACTED

- Discussing offering by CRISIL Research with clients and setting up meetings with Banking & NBFC Clients for Director/ Sr. Director and CEO.
- Generating new data by research and analysis.
- Assisting in different marketing campaigns and initiatives and generating higher product sales.
- Ensure the company is communicating the right messaging to attract prospective customers and retain existing ones



GLORIA PEREIRA

Profile

Business Development Executive Skills with experience in 6 industries. Proven ability to generate new and nurturing existing clientele, exceptional communication skills and generate an organized work structure focused towards achieving set goals. Currently Learning BI and AI with the help of various courses.

Experience

DEC 2022 - Current

PUBLIC SPEAKING AND CREATIVE WRITING EXPERT

PLANET SPARK

- Generating and connecting new leads from existing data.
- Conducting online demonstration trial classes with new students (clients) as well as registered students.
- Monitoring student progress and assigning regular tests and projects
- Motivate, Guide, Lead and assist students in achieving their goals.

JUNE '20 - OCTOBER '22

Coding instructor

BYJUS FUTURESCHOOL

- Conducting online coding demonstration trial classes with new students (clients) as well as registered students.
- Overseeing students progress and providing timely reviews to parents.
- Promote courses and counsel new students to enroll for the right course
- Developing training material an innovating new teaching methods.

OCT '18 - MARCH '20. (COVID Impacted)

Business Development Executive

CRISIL (Research)

- Discussing offering by CRISIL Research with clients and setting up meetings with Banking & NBFC Clients for Director/ Sr. Director and CEO.
- Generating new data by research and analysis.
- Assisting in different marketing campaigns and initiatives and generating higher product sales.
- Ensure the company is communicating the right messaging to attract prospective customers and retain existing ones

Additional 5 years of experience into Business Development/ Customer Service in different organizations.

Contact

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Mumbai

Education

2009 -2012

BBA -Aviation

Aptech Aviation Academy

Skills

Business Development

Coach/Trainer - Public Speaking

Sales

Microsoft Power BI

Creative Art Designing

Languages

English



Hindi



Marathi

