Pradeep Dhakad
Business Development Associate
BYJU'S Educational Technology Company (Indore)
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Summary of Experience

- Identified and exploited new business growth opportunities. Collaborated with colleagues on the development and implementation of new business plan and strategy that helped to increase company's revenue by 7%.
- Build and maintained relationships with potential clients. Communicated with clients at various situations and assisted with client relations management.
- Pro-actively participated in weekly team meetings with managers and discover the business strategy and solutions. Couple of my strategies brought 25 new potential clients that contributes 30% more to the business process's total revenue.
- Worked on new profit maximization and business stabilization processes that will help grow up the business and build strong relationship with the clients.
- Reduced operating expenses by 20% within 2 years.

Key Achievements

- Pradeep has participated in 2 major seminars where he represented his company in front of 100 audience.
- Managed to convince 3 crucial and potential clients that have been continuously contributing ₹100s of thousands to the company's total business revenue.

Work Experience

Designation:	Business Development Associate
Company:	BYJU'S Educational technology company LTD
Service Line:	Sales & Marketing
Total Experience:	5 Months
Location:	Indore

Role & Responsibilities: Contacting potential customers (parents and students) to set up meetings, counsel the students on learning pedagogies and the BYJUS personalized learning journey. Will be working 5 days a week, Mondays and Tuesdays being week-off, taking up revenue responsibility.

Key achievements:

- Build strong impact from beginning my carrier at BYJU's. Meet 120% business revenue responsibility during the training period itself.
- Continuously earning highest business incentive for all the good work and being compliant.

Designation:	Floor Manager
Company:	Wealth Research, Indore
Service Line:	Marketing Advisory
Total Experience:	2 Years, 2 Months
Location:	Indore

Role & Responsibilities: Responsible for planning, administration and designing of business strategies to achieve the Targets set for the floor. Manage and lead a team, comprising of 30-40 people.

Key achievements:
- Due to COVID19 when market crashes down I encouraged all my team members and shared the effective strategies to deal with clients. That resulted the highest target achievement during COVID.
- Quickly achieved carrier progression and become Floor Manager in just 1 & a half year.
- Participated in 2 major seminars where, represented the company in front of 100 audience.
- Managed to convince 3 crucial and potential clients that have been continuously contributing ₹100s of thousands to the company's total business revenue.

Designation:	Business Development Executive
Company:	Ripples Research
Service Line:	Marketing Advisory
Total Experience:	2 Years, 6 Months

Role & Responsibilities: To assist the organization's sales and growth efforts by contributing to new customer acquisition. Building contacts with potential clients to create new business opportunities.

Key achievements:
- Achieved the position in top 10 business development executives of the company.

Education

Master of Business Administration	Marketing	O.U. Indore	Pursuing
Bachelor of Engineering	Computer Science	R.G.P.V Bhopal	2011-2015
Higher Secondary	PCM	M.P. Board	2009-2010
High School	All Subjects	M.P. Board	2007-2008

Technical Skills

M.S. Office (Word, Excel & Power Point)
Writing professional emails
Presentation graphics and charts
Google

Behavioral Skills

Problem Solving
Strategic Thinking
Performance Optimization
Risk Management
Leadership
Time Management
Critical Thinking
Adaptability
Collaboration

Training & Certification

- Computer Applications & Internet from Punjab Nation Bank Vidisha.
- Basic Programming in C & Java.