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. |

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| 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. |

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| Work Experience | |
| Client Name  Timeframe  Reference | |  |  | | --- | --- | | **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. | | |

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

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| Behavioral Skills |
| |  | | --- | | Problem Solving | | Strategic Thinking | | Performance Optimization | | Risk Management | | Leadership | | Time Management | | Critical Thinking | | Adaptability | | Collaboration | |

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| Training & Certification |
| * Computer Applications & Internet from Punjab Nation Bank Vidisha. * Basic Programming in C & Java. |