

Nikita Kalola

Business Development Executive

Motivated, teamwork-oriented, and responsible individual with significant experience in increasing revenue for businesses.



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Ahmedabad, Gujarat

WORK EXPERIENCE

Business Development Executive

AIS Technolabs Pvt. Ltd

Aug'22 - present

Business Development Executive

DI Solutions

Feb'20 - Oct'21

- creating sales pipelines quarterly and building strategic reports to analyze
- achieving goals with market analytics
- maintaining the social media department with an increased growth rate of 10% on all social media platforms
- worked with different freelancing platforms such as Upwork, Guru, etc
- we had a team target of \$15,000 per month

Business Development Executive - Intern

Getyoteam

Dec'19- Jan'20

- collected the leads from the leading freelancing platforms for the growth of the business
- assistance defining sales target and strategy

Tutoring Experience

in college

- tutored students from 5th to 7th grade

EDUCATION

Bachelor's of Computer Engineering

Gujarat Technological University

Aug'16- Oct'20

CGPA- 7.46

PROFESSIONAL CERTIFICATES

Certification of Professional Achievement -
"Google Digital Marketing"

Certification of Professional Achievement -
"Technical Support Fundamentals"

SKILLS

Computer Science

Analysis, Good with Marketing, Sales management, MS Excel, Office, PPT or Slides

Soft Skills

Attention to detail, Quick learner, Teamwork & collaboration, Problem-solving and Analytical, Cold Calling, Email Campaigns, and Social Media