CHARAN BABU V

BUSINESS DEVELOPMENT ASSOCIATE AND WEB DEVELOPER

CONTACT

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SKILLS

- LEAD GENERATION — **75%**
- REACT JS — **65%**
- HTML AND CSS — 80%
- JAVASCRIPT — 75%
- DIGITAL MARKETING — 65%
- BUSINESS DEVELOPMENT EXPERTISE — 70%

PERSONAL INFO

- Motivated Business Development Associate bringing 6-months (still gaining experience)career in territory development and prospecting. Business development and social media expert versed in quickly mastering new concepts and technologies to drive successful market development. Consultative sales specialist.
- Passionate about Software development professional with experience in developing and designing web applications using HTML, CSS, JavaScript, Angular, Node.js, and React. Adept at developing and deploying complex backend systems, web services and databases.

EDUCATION

BACHELORS OF COMPUTER APLLICATION
REVA UNIVERSITY
2020-2023

EXPERIENCE

BUSINESS DEVELOPMENT TRAINEE AND MARKETING INTERN
EXALTICA LLP
2023-Present

- Developed business pipeline using cold and warm techniques.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Negotiated contracts and closed sales with new and existing clients.
- Used SalesForce to handle current portfolio and prospective leads.
- Engaged with customers to build business relationships.
- Applied core knowledge to effectively communicate sensitive or technical information while adhering to regulatory guidelines.
- Pitched plans and investment strategies to potential partners to raise capital.

LANGUAGES

- KANNADA
- ENGLISH
- HINDI
- TELUGU

CERTIFICATIONS

- DATABASE MANAGEMENT SYSTEM BY MICROSOFT
- CYBERSECURITY BY SYBGEN