NEERAJ SHEKHAR

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Profile

Seeking a Business Development/Analyst position in an environment where I can utilize my experience and my knowledge to add value to an organization.

Experience

BUSINESS DEVELOPMENT ASSOCIATE | BYJU'S (THINK AND LEARN PVT. LTD) AUGUST 2022-March 2023

BUSINESS DEVELOPMENT TRAINEE | BYJU'S (THINK AND LEARN PVT. LTD) MAY 2022-JULY 2022

- Cold calling leads and maintaining lead funnel using LEADSQUARED.
- Setting up meetings for BYJU'S Home Demonstration as well as on Over Zoom Meeting.
- Conducting 8-10 meetings weekly and generating revenue.
- On spot sales of educational technology products for K-9, K-12 and UPSC.
- Taking follow ups and closing prospects.
- Punching, Tracking and Managing orders using ORDERHIVE, ACHIEVE.
- Achieving daily, weekly and monthly calling, conduction and sales targets.

OWNER AND FOUNDER OF FAKIRAKART (DROPSHIPPING BUSINESS) | E-COMMERCE 2017-2022

- Product Research and Selection.
- Supplier Management.
- Website and Online Store Management(www.fakirakart.com).
- Order Processing and Fulfillment.
- Customer Service through call and message.
- Marketing and Promotion.
- Data Analysis and Performance Monitoring Using SQL, Excel and Power BI.
- Financial Management.
- Quality Control and Stay updated with market trends.
- Risk Management

Education

B. TECH IN ELECTRICAL AND ELECTRONICS ENGINEERING | 2014 |68%|R.I.E.T BHANKROTA JAIPUR.
10+2 | 2009 |69%|SGGS COLLEGE PATNA CITY.
10TH |2007|70.2%|SMHD HIGH SCHOOL, PATNA.

⚜ SKILLS AND CERTIFICATION

Technical Skill

- **MS Excel, MS Word, PPT.**
- **Microsoft Power BI, Data Mining**
- **Database Querying SQL**
- **Python (Basic)**
- **Shopify(Website Designing)**
- **Canva**
- **CRM-LEADSQUARE, AMEYO, ZOHO**
- **Google And Facebook Ads**

Soft Skill

- **Communication Skill**
- **Problem Solving and Critical Thinking**
- **Analytical and Strategic Thinking**
- **Organising Ability**
- **Leadership, Decision Making.**
- **Emotional Intelligence**

Certification

- **DCA Certification.**
- **Full Stack Data Science from iNeuron**
- **Product Management from Great Learning.**