



Pravesh Jain

BUSINESS DEVELOPMENT EXECUTIVE

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🌐 linkedin.com/in/pravesh-jain-octavus

Skills

- Customer Engagement
- Email research
- LinkedIn Marketing
- Lead Generation
- Email Marketing
- B2B Marketing Strategy
- Social Media Marketing
- Email Writing

Tools

- Apollo
- Snov.io
- Odoo
- Octopus
- Hunter
- Lusha

CRM Software

- Zoho
- Microsoft 365
- Salesforce
- Leadsquared

Education Background

- Jaipur National University, Jaipur
Master of Business Administration(MBA)
 - Major in Marketing
 - Minor in Information Technology2018 - 2020
- University Of Rajasthan, Jaipur
Bachelor of Commerce2015 - 2018
- Board of Secondary Education, Ajmer
Higher Secondary (10+2)2011 - 2013

About Me

To help businesses to develop long-term relationships with clients that would eventually lead to the success of an organization. My day-to-day responsibilities consist of generating new leads, creating proposals for clients, and forecasting Business strategies, all to support and help clients to maximize their profits, growth, and their satisfaction. I evaluate current sales performance and identify ways an organization can expand and grow.

Professional Experience

• Business Development Executive

Octavus Consulting

Dec 2022 - Aug 2023

Working as the trusted advisor to the customers, working closely with the different strategies and business functions to identify the potential areas of improvement, understand their pain points, and strive towards achieving the business outcomes.

- Working in collaboration within the team & different divisions
- Experience to our clients and help them grow their business, increase efficiency, and deliver the future.
- Identify and qualify mutually rewarding sales activities, strategies, and business opportunities.
- Working closely with the marketing team to frame strategies on various digital campaigns to cover the untouched Market.
- Working closely with all the teams to get the client's satisfaction on their requirements and expectation.

• Business Development Associate

Byju's (Think and Learn Pvt. Ltd.)

Dec 2021 - Sep 2022

• Business Development Trainee

Byju's (Think and Learn Pvt. Ltd.)

Oct 2021 - Dec 2021

• Business Development Executive

Extramarks Education India Pvt. Ltd.

Oct 2020 - Feb 2021

• Digital Marketing Trainee

techPAPA Technology Pvt. Ltd. Noida

Jun 2019 - Aug 2019

Certifications & Training

- Business Development Trainee - BYJU'S
- Basic of SaaS Business Online - SkillUp Online
- Digital Marketing 101 - SkillUp Online
- Learning Microsoft Dynamics 365: The Basics - LinkedIn
- Microsoft Dynamics 365 Sales Essential Training - LinkedIn