Yash

My Contact

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Skills

- Communication & Interpersonal Skills
- Negotiation & Persuasion skills
- Business Intelligence
- Knowledge of lead generation tolls
- Marketing skills
- Technical skills:
  - CRM handling
  - Familiarity with various marketing tools.

Education Background

- Paramount Convent School
  Secondary
  Completed in 2016 - 91.2%

- DAV Public School
  senior Secondary

  Completed in 2018 - 87%

- Guru Jambheshwar University of science and Technology, Hisar
  B.Tech CSE

  Completed in 2022- 70%

About Me

I am a talented, ambitious, and hardworking individual, with broad skills and experience in sales, marketing, and effective use of social media for business. I have worked under two different startups that helped me in developing these skills.

Professional Experience

Internship
Organization - Youniq Minds
Role - Business Development
Duration - Oct to Dec 2022

Key responsibilities:
- Lead generation- Created database of 200+ potential customers.
- Email campaign- Designed and dispatched email campaign.
- Social media -Handled social media pages of the company.
- Strategy - Worked on a business development strategy.

Job
Organization - Kosh.ai
Role - BDR/ Founder's Office
Duration - Dec 2022 to Feb 2024

Key responsibilities:
- Lead generation- Created a database of 10k+ potential customers.
- LinkedIn outreach - Used Linkedin successfully for sales outreach.
- Email campaign- Designed and dispatched various email campaigns using email automation tools like ActiveCampaign and Sendinblue.
- Content Creation - Creating weekly blogs for the official company's website.
- Strategy - Worked on the .creation and implementation of strategies for business growth in direct coordination with the CEO.
- Founder's Office - Acted as the primary contact for the Founder's Office, handling all communications and tasks related to the founder's directives and initiatives.