

Deepti Nair

Business Development Executive



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☎ +91 9766653613

📍 Ulhasnagar, India

🏳️ Indian

👤 PROFILE

Committed job seeker with history of meeting company need with consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.

🧠 SKILLS

- Digital Marketing
- Sales
- Customer Acquisition
- Analytical problem solving
- Relationship Building and Rapport
- Quality Control

🌐 LANGUAGES

English (IELTS - 7.5)

Hindi

Marathi

Malayalam

German

🔑 INTERESTS

Exercise

Cooking

Travelling

Theatre

📁 PROFESSIONAL EXPERIENCE

Skillgenic

Business Development Executive

02/2024 – present | Indore (remote), India

- Proven track record in expanding client base and market reach within the AI recruitment sector.
- Expertise in prospecting, networking, and lead generation.
- Skilled in cultivating and maintaining strong client relationships.
- Proficient in developing tailored solutions utilizing AI technology.
- Consistently exceeded sales targets and revenue goals.

Inventurus Knowledge Solution

Quality Associate

05/2022 – 05/2023 | Airoli, India

- After producing 100% quality work in less than a month, I was elevated to the position of quality checker, whose responsibility it was to review the documents that the associates processed and offer helpful criticism. Sourcing physicians and pitching the company's EHR management services was the other added duty.
- Made sure to convince the customer to buy the services by calling them and outlining quality of the product.
 - Audited error corrections, both short- and long-term.
 - Provided feedback to agents using the prescribed feedback model.
 - Conducted refresher training on the basis of the errors identified.
 - Conducted calibration and performance review calls in terms of quality with clients as well as internal team.

Ratish Academy

Sales Representative

09/2021 – 03/2022 | Ulhasnagar, India

- Promoted Ratish Academy Tuition Classes to prospective students and parents through targeted outreach efforts, including phone calls, emails, and in-person meetings.

🎓 EDUCATION

Bachelor's of Science in Biotechnology

B.K Birla College (Mumbai University)

2019 – 2022 | Kalyan, India

HSC

R.K Talreja College

SSC

Fatima High School

📖 COURSES

Digital Marketing

Internshala Trainings

03/2024 – present

📄 CERTIFICATES

- Google Analytics
- ISRO-Indian Space Research Organization SAR application for flood hazard mapping and monitoring