
VIKAS GOUR | BUSINESS DEVELOPMENT

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PROFESSIONAL SUMMARY

"Organised & hard-working employee looking to join an organisation, as an Business Development Associate. Versatile and solutions-driven marketer with skills and experience to improve businesses with background in technology."

CORE COMPETENCIES

- | | |
|--------------------|-----------------------|
| ✓ Lead generation | ✓ Data Mining |
| ✓ IT Sales | ✓ CRM Handling |
| ✓ SaaS Sales | ✓ Social Media Mining |
| ✓ Sales Operations | ✓ Pitch-deck Creation |

PROFESSIONAL EXPERIENCE

Nimesa Technologies

Business Development Intern | June, 2022 - September 2022

- Lead generation and data gathering
- End to end sales (SaaS product), managed CRM (Pipedrive)
- Successful follow-up sequencing

Cafe PatiyeBaz

Founder and Owner | December, 2021 - July, 2023

- Strong communication skills
- Understanding basics of businesses
- Online offline marketing

EDUCATION

University Institute of Technology, RGPV

B-Tech Electronics and Communication | July, 2018 - August, 2022

- Participated and lead social and technical events
- 7.21 cgpa

Higher Secondary

Physics Chemistary Maths | March 2018

- National and Asiad open karate player
- Won some GK and Essay competitions

LANGUAGES

Fluency

English and Hindi
