

EDUCATION

Bachelor of Commerce (B.Com) (Hons.), Sales & Marketing

JD Birla Institute

2020 - 2023

CGPA: 9.25/10

Senior Secondary (XII), Commerce

Nirmala Convent School

(ISC board)

Year of completion: 2020

Percentage: 82.00%

Secondary (X)

Nirmala Convent School

(ICSE board)

Year of completion: 2018

WORK EXPERIENCE

Business Development Associate

Intertec LLP, Virtual

Job • Aug 2023 - Jan 2024 (6 months)

- Conducted market research and developed databases of 700+ potential leads.
- Evaluated and enhanced lead information, ensuring accuracy and completeness.
- Met daily targets set by manager, i.e 50+ meetings leading to onboarding of 20+ companies

Business Development (Sales)

unacademy, Virtual

Internship • Apr 2023 - Jul 2023 (3 months)

- Connected with B2B organizations and pitched our offerings.
- Generated leads using Apollo.io and Lusha of relevant prospects to maintain an active pipeline.
- Worked with the internal team to move deals and closed 20+ deals during my period.

Pre-sales Development

Drip Capital, Virtual

Internship • Jul 2022 - Oct 2022 (3 months)

- Worked on customer acquisitions and revenue growth objectives.
- learnt about data intelligence tools like Zoominfo and researched multiple deals using them.

	-Routing the qualified leads to the pre-sales team to close the sales.	
	Business Development (Sales) BreedBrands, Virtual Internship • Feb 2022 - Feb 2022 (1 month) *converted potential leads into 10 new clients. *Built healthy relations with the existing clients. *Learnt the basics of digital marketing	
POSITIONS OF RESPONSIBILITY	Headed the NSS group of our college for the welfare of women and unprivileged children	
PROJECTS	Small Business Owner Mar 2021 - Oct 2023 • Personal Project: Pretty Little Thing AIM: 1) Best out of waste 2) Helping street animals by providing them food & shelter during crisis • RESULTS: Impacted over 200+ street animals, involving shipping over 500+ orders through various platforms	
SKILLS	MS-Excel Intermediate	Social Media Marketing Intermediate MS-Word Intermediate English Proficiency (Spoken) Advanced
ADDITIONAL DETAILS	• Certificate of achievement in GK Olympiad, secured 129 State-Rank • Certificate of accomplishment in WIZ National Spell Bee, selected for the State-level competition • Certificate of participation in Global English Language test • Diploma in Art by the Sastriya Sangeet Kala Parishad, West Bengal • Participated in Bosco Garnishing, in Bosco Fest 2019, an Inter-school event, secured 1st position	