DEEPAK JOJI
Business Development Manager

My Contact

✉ deepakjojidjt@gmail.com

☎ +91 7987 403 772

📍 Christ Niwas, Darshani Ashram
Jabalpur

Skills

- Business development and planning
- Goal-setting
- Strategic planning
- Goals and performance
- Networking strength
- Performance metrics
- Database Management
- Revenue Generation
- Operations
- Verbal and written communication
- Key decision making

Education Background

Chandigarh University
Masters in Business Administration
Completed in 2023

Saint Aloysius College
Bachelors in Commerce
Completed in 2020

Marthoma Gram Jyoti School
Higher Secondary Commerce CBSE
Completed in 2017

About Me

Strategic-thinking Business Development Manager with history of transforming inefficient, underperforming operations into successful enterprises. Accomplished communicator with talent for building over-achieving teams. Dedicated to continuous improvement and achieving market-leading results.

Professional Experience

Hike Education
October 2022- January 2023
- Generated new business with marketing initiatives and strategic plans.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Prepared persuasive sales and marketing presentation materials to engage clients.
- Researched interesting and relevant content to capture interest and improve site traffic.

State Bank Of India
June 2021- August 2021
- Assisted with development of event strategies and tactical plans to promote accomplishment of marketing goals.
- Helped with planning and hosting of marketing events.
- Collaborated with team members to help expand marketing channels

Achievements

National Level Athletic Competitions on School and College level.

Presented Research Paper - Outsourcing activities for Specialized Business Activities under Skill Development Initiative