

SUMMARY

- Business Development Associate with a focus on inside sales. Proven track record in lead generation, effective client outreach, and relationship building.
- Strong communicator skilled in presenting product value propositions.
- Demonstrated ability to collaborate with cross-functional teams to drive revenue growth. Adaptable, goal-driven, and equipped with a strategic mindset to contribute to organizational success.

SKILLS

- Time Management, Good Leadership, Telesales, Relationship Building, Adaptability, Sales Planning

EXPERIENCE

Business Development Associate

BYJU'S Jun 2023 - Present

- Implementing marketing plans in order to maximize business performance and increase sales.
- Organizing business events, implementing marketing strategies, interacting with potential clients and business partners, and cold calling prospects.
- Working on a direct sale, zoom call and tele selling module. Overseeing the development of revenue in businesses development domain (B2C).

Business Development Associate

Lue infoservice pvt ltd Jul 2022 - Apr 2023

- Researching and identifying potential clients or business opportunities
- Generating leads through various sources such as online databases, networking events, and social media platforms
- Following up on leads and setting up meetings or calls to discuss potential partnerships or collaborations
- Conducting market research and analysis to identify new market trends and opportunities
- Developing and maintaining client relationships through regular communication and providing excellent customer service
- Collaborating with other team members to develop marketing strategies and campaigns to attract new clients and promote the company's services or products

EDUCATION

B.tech Computer Science

San Jose State University Jun 2018 - May 2022

7.91 CGPA

School

Northeastern University Jan 2015 - Mar 2016

9.5 CGPA

LANGUAGES

English



Arabic



French



German

