**Anshika**
**Contact: 9654102933**
**Email Id- Anshika.chuchra95@gmail.com**

## SUMMARY:

- Expert professional in business development, planning and executing business strategies, master in developing new market channels and building strong relationships with sales managers, customers and industry leaders.
- Vast experience with branding and introducing new products.
- Superb understanding of business sense and strategies.

**Core Competencies**

- Competition Analysis – Ability to analyze and compare firm's products with that of competitors.
- Good communication and management skills – effective leader and motivator.
- Objective Statement – Desire to join a fast-paced growing firm that offers a constructive workplace to develop brand strategies, initiate strategic alliances, promote new products, and interact with new clients in order to develop sustained business for the organization.

## WORK EXPERIENCE:

**Employ Anywhere, Inc**                                                                       **Sep 2020- Till Date**
**Role: Inside Sales Manager/ Business Development Manager**
**Location: Noida**
**Description:**
•Identifies development potential in accounts by studying current business identifying and evaluating additional needs, setting up and analyzing opportunities.
• Closing and demoing the services.
• Experience on closing leads – International Sales
• Experience in forecasting - projecting, pipeline management, reporting on sales
•Experience on Quoting qualifying potential leads, scheduling appointments and running campaigns from Cold calling, email campaigns and social media
•Develops sales by making initial presentation; explaining product and service enhancements and additions; introducing new products and services.
•Research on prospects and existing member accounts for intricate detailing on type of institution, system, collaboration, partnerships, critical applications, affiliations, accreditations etc.
•Closes sales by overcoming objections and outreach to CIO/CFO level contacts, preparing contracts and pricing sheets.
• Makes relevant sales outreach template and updating the internal community site.
• Raising an Alarm for deals that are stuck in pipeline or a lost lead
•Maintaining Sales Funnel by mapping opportunities to Campaigns and updating the CRM tool with their updated Status.

**Tek Pyramids, INC**                                                                      **(Sep 2019 to Sept 2020)**
**Role: Business Development Manager**
**Location: Noida**
**Tek Pyramids is an innovative IT organization that functions on innumerable global business projects with latest technologies serving future ambitions. We enable clients globally to operate professionally and stay abreast among contestants. Our modus-operandi includes evaluating client's issues, accumulating the data, harnessing the right technology and creating the exact platform ideal for simulation of process scenarios. This in turn betters the BPM life-cycle benefitting the client and acquiescent results as per the required dynamics**
**Description:**
• Developing Business Relationships with Vendors & Clients.
• Research & Analyze the Market Conditions & then make planning for achieving the given targets.
• Guiding the consultants to cope up with the frequent changes in the external business environment.
• Understanding the changing IT Technologies & ensuring that our consultant's skills matching to the current market requirements.
• Searching Projects for the consultants according to their skills.
• Generating revenue to the company by achieving the monthly targets.
• Identification of potential clients in the area of Information Technology
• Generating leads and converting the prospective clients for ongoing business relationship
• Develop and implement Business plan for sales & servicing
• Delivery of the Consultants onsite in limited time frame.
• Generating regular revenue with ongoing placements.

**Intone Networks, INC**                                                                     **(March 2015 to Sep 2019)**
**Role: Business Development/Talent Acquisition**
**Location: Noida**
**Description:**
- Client Acquisition along with Business Development & Management of US consulting and Business operation.
- Delivering the business targets
- Accountable for achieving the sales target set for the branch.
- Interact regularly with the customers to understand their need and provide market updates to Management.
- To ensure that all customers get timely and high quality after sales services and improve quality of sales
- To ensure the smooth functioning of the US Staffing unit operations adherence to the defined processes and compliance to internal and external regulations.
- To ensure that all required management and business controls are in place and effective.

**SVS Integration, INC**                                                                     **(Oct 2014 to March2015)**
**Role: Business Development Manager**
**Location: Noida**
**Description:**
- Responsible for providing staffing solutions, building and managing client relationships, and uncovering business.
- Coordinating with clients and consultants to ensure a smooth deal and a peak performance.
- Communicate client's individual needs to internal staff members so the organization can respond efficiently.

- Focus on providing IT solutions and address each client's unique needs by leveraging proven methodologies, industry expertise and unparalleled access to global talent
- Build strategic partnerships with clients to advice on the IT market, consultant on workforce planning and provide insight to our breadth of services.
- Understand client's business and IT initiatives with a full understanding of the company culture to retain and attract top technical professionals
- Consistently engage in communication to be responsive to issues/needs.
- Provide flexible delivery options to achieve successful outcomes through our core competencies to address specific needs, whether it is technology-driven, industry-mandated or workforce-specific

## ACADEMIC PROJECTS:

1. **Industrial Project: Android based "Cash & Logistics**".
Details: There is an android based mobile application. In which there are two modules 1.Order Manager 2.Deposit Manager .During this project I was at the role of Software tester and this role has given me an insight of manual testing and automation testing. This project has given me an opportunity to broaden my theoretical knowledge and upscale in my practical skills. In order manager we just place the order and check order summery of all the transactions. I was working in a team of 5 members in which 3 are developers and 2 are testers and my work is generate test cases , execute them and manual testing .

Tool Used: Emulator, Android, IOS 7
Android: Jellybean, Kit Kat

2. **Major Project:" Nor Cross Limo Services"**
Project Details : it is an online cab booking website , in this you can book cab online, here Limo means cab .In this website we have different modules , there is google mapping, which can map your location, driver also charge money according to km , which you have travelled.

Front End: Visual Studio 2008
Back End: C#, My SQL

3. **Mini Project: "Gadget Planet"**
Project Details: this is an E-commerce based website, in this we take sell or purchase old or new gadget, as this is the easy and the reliable way of selling or purchasing things. In this there are 3 modules Admin, Seller, buyer. Admin and Seller are online, but Buyer is offline.

Front End: Visual Studio 2008
Back End: C#, My SQL Software Tool Used: Kiel u-vision 3.0

## EDUCATION:

- Pursuing full time MBA (HR) from CDLU
- B.Tech  from Shaheed  Bhagat Singh State Technical  ( 2010 -2014) with  74%.
- 12th from Government Senior Secondary School, Fazilka (2010) with 75% .
- 10th from Attam Vallabh Public School (C.B.S.E) , Fazilka(2008)  with 80%.
- Industrial Training from "Fiserv India .Pvt. Ltd" Noida ,Sector 62

**STRENGTH:**

- Hard Working
- Positive Attitude
- Always Ready for New Opportunities

**PERSONAL PROFILE :**

**FULL NAME: ANSHIKA CHUCHRA**

⌨ : [Anshika.chuchra95@gmail.com](mailto:Anshika.chuchra95@gmail.com)

☎:+91-9654102933

**DOB: 9 May 1992**

**Marital Status: Married**