

# RAHUL KUMHAR

Business Development Associate | Client Relations | Sales Strategy

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## Professional Summary

Dynamic and goal-oriented individual with strong interpersonal and communication skills. Experienced in client relationship building, market research, and driving business growth. Adept at identifying opportunities, developing strategies, and executing plans to meet sales targets. Eager to contribute to Gladify EduTech's mission of expanding innovative educational solutions while growing professionally in a fast-paced environment.

## Key Skills

- Client Relationship Management
- Sales & Lead Generation
- Market Research & Analysis
- Negotiation & Persuasion
- Business Growth Strategy
- Presentation & Pitching Skills
- Communication & Team Collaboration
- CRM Tools & Data Handling
- Problem-Solving & Decision-Making

## Education

Bachelor of Technology in Computer Science  
Sangam University, Rajasthan | 2022 - 2026

## Relevant Experience

- Engaged with peers and external stakeholders to gather requirements for projects, improving communication and presentation skills.
- Designed and presented technical solutions in a simplified manner for non-technical audiences, demonstrating pitching and persuasion abilities.
- Participated in cross-functional activities and collaborated with team members to achieve shared objectives.

## Certifications

- Python for Data Science (NPTEL - IIT Madras, Elite Certificate)
- Python Development Internship Certificate - Tech Octanet Services Pvt. Ltd.

## Achievements & Strengths

- Participated in leadership roles during college projects and events.
- Strong adaptability and willingness to work under pressure.
- Quick learner with a growth mindset and dedication to meeting goals.