

KAJAL

Contact: +91-8838909980 | **Email:**
kajal12111998@gmail.com

Seeking a challenging position as Business Manager with an organization, that helps in achieving professional accolade, through excellence in teamwork and contributing to organizational & personal growth.

Business Development, Sales Pipeline Management and Strategic planning & Support

Recognizing and accelerating strategic growth drivers that strengthen the company's performance. Offering around 2.5 years of learnings in driving Business development functions and optimizing performance to build a high performing organization. Targeting new heights of success as with integrity, hard work & dedication and leaving a mark of excellence on every step with a company providing continuous learning and development opportunities.

PROFILE SUMMARY

- **Business Development Management** with exposure in conceptualizing strategies & offering valuable inputs for business progress. Operate as a key contributor to revenue, Business & Industrial growth.
- Leverages solid analytical skills to identify and capitalize on opportunities for business expansion, and pursue untapped markets. Exposure in managing startup units into vital, streamlined & growing businesses.
- Ability to develop strategic and tactical solutions to build a business from the ground-up, ascertaining a competitive edge, sustainability, and exponential organizational growth.
- Experience with lead generation and prospect management.
- Discovered business potential and opportunities to secure profitable business volumes. Analyzed and understood customer strategies, future product plans, and expansion activities to develop penetration strategies for new business opportunities.
- High Energy & Leadership Development, coached & mentored diverse cross-cultural teams by creating an environment of trust, teamwork which resulted in high energy & performance.
- Liaisoning with various government authority bodies.

AREAS OF EXPERTISE

Strategic Planning and Support	Business Development & Sales	Market Research
Relationship Building & Rapport	Business Growth Initiatives	Business Needs Assessment
Revenue Generation	Customer Satisfaction	Team Management

PROFESSIONAL EXPERIENCE

INNOVISION LIMITED |PROJECT HEAD - NAPS| Dec'22-Till Now

Key Deliverables:

- **STRATEGIC PLANNING:** Spearhead marketing and business development activities to achieve breakthrough performance and acquire new businesses.
- **CLIENT ACQUISITION:** Proposing business opportunities to various clients, negotiating and managing end-to-end acquisition.
- **TEAM MANAGEMENT:** Mentoring a team of teller-callers, mobilizers, MIS executives, coaching them, follow-ups, working on their pitch, etc.
- **ANALYSIS:** Weekly and monthly revenue planning, proposed v/s achieved analysis, working on improvement areas.
- **OPERATIONS:** Starting from candidate registration till assessment of apprentices of various clients, post sales strategies, retention, etc.
- **PRODUCT & SERVICES:** NATIONAL APPRENTICESHIP PROMOTION SCHEME, a Government of India launched scheme.

K12 TECHNO SERVICES PVT LTD |BUSINESS DEVELOPMENT MANAGER|Feb'21-Nov'22

Key Deliverables:

- **TEAM MANAGEMENT:** Mentoring BDAs, coaching, motivating, communicating, follow ups, pipeline, working on their pitch, home sessions, price pitching, negotiation part, etc.
- **STRATEGIC PLANNING:** Delivering valuable strategies and providing information regarding detailed sales plans & strategies they might need to improve upon in the organization.
- **REVENUE GENERATION:** As a team our main roles are to plan walk-ins in school campus, home sessions and push parents to enroll their children in our school.
- **SALES PLANNING:** Introducing new sales operating procedures for improving team efficiency & extending optimum work output. Identifying streams for revenue growth opportunities & developing sales plans.
- **TICKET SIZE:** The average ticket size is Rs 1.5Lacs.

GRAPHY |UNACADEMY |BUSINESS DEVELOPMENT INTERN|Sept'20-Dec'20

Key Deliverables:

- Accountable for bringing high distribution authors for one of Unacademy's new product GRAPHY's.
- Connecting with celebrities or social media influencers on Zoom, pitching for content creation, follow-ups, pipeline, negotiation, etc.
- Worked for both domestic & international market during initial days of Graphy.

EDUCATION & CREDENTIALS

- MBA in Marketing(2019-21) ,Lovely Professional University, Phagwara
- Bachelors in Statistics(2016-19), Banaras Hindu University, Varanasi
- 10th (2014) & 12th (2016) ,DAV – CBSE Board, Ranchi

PERSONAL DETAILS

Date of Birth: 12th July 1998 | **Linguistic Abilities:** English & Hindi

Current Address – Gurugram, Haryana