
Kaushlendra Pratap Pandey

Experienced in Business Development Executive

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SKILLS

- I have strong communication and presentation skills.
- I have the ability to influence and negotiate with others.
- I have commercial awareness.
- I have the ability to think creatively and strategically with organizational skills.
- I am self-motivated and I have the ability to be motivated by the target's resilience.
- I have basic IT skills.
- I have some basic knowledge of MS Excel and Digital Marketing.
- I have some basic knowledge of Graphics Designing.

EXPERIENCE

HOUSE OF TRAVELERS, Lucknow - *Business Development Executive*

April 2022 - Presently Working

- *Oversee the sales process to attract new clients.*
- *Maintain fruitful relationships with clients and address their needs effectively.*
- *Prepare and deliver pitches to potential clients.*
- *Contacting prospective clients through a variety of mediums – this could include reaching out on social media, phoning, emailing or meeting in person.*
- *Keeping on top of administrative tasks – such as updating CRM (customer relationship management) systems.*

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- *Holding presentations and demonstrations for potential clients.*
 - *Communicating with and informing existing clients in a way that supports an ongoing relationship.*

Supernova Kepler Pvt Ltd, Lucknow - *Business Development*

Executive

Aug 2019 - Aug 2020

Focus on expanding new business through cultivating new clients and exploring new markets

- *Coordinated and meet one to one, event and trip for our outside sales team*
- *Met and exceeded sales goals for 12 consecutive months by maintaining and creating a consistent pipeline.*
- *Personally sold over 500+ credit card*
- *I managed a team task with my colleague and discussed the month's targets.*

EDUCATION

Shri Ramswaroop Memorial College Of Engineering And Management, Lucknow - *B.tech in IT in 70%*

MONTH 2015 - MONTH 2019

Shri Gandhi Vidya Mandir Inter College, Gonda - *Intermediate(12th) in 72%*

July 2011 - June 2013

Shri Gandhi Vidya Mandir Inter College, Gonda - *High School(10th) in 70%*

July 2009 - June 2011

AWARDS

- **I was awarded Best Student Of School in the 11th class.**
- **I won the competition in Scouts and Guides and found a B Level Certificate.**