

AJEET KUMAR RAJ

+91-7080892370



Business Development Manager

ajeetkumarraj554@gmail.com



Lucknow



SUMMARY

Experienced sales professional with expertise in inside sales, particularly in edtech and electronic sectors. Proven track record in client acquisition, relationship building, and negotiation. Skilled in CRM software and market analysis. Bachelor of Technology graduate with a goal-oriented mindset, exceptional communication skills, and a passion for exceeding targets.

EDUCATION

Bbdniit Lucknow

Bachelor of Technology
2016 - 2020

S N I C Chhapia

Intermediate
2014 - 2016

SKILLS

- Strong organizational and time management skills.
- Ability to work independently and as part of a team.
- Detail-oriented and able to handle multiple tasks simultaneously.
- Strong negotiation and persuasion abilities.
- Goal-oriented with a passion for exceeding sales targets.
- Proficient in CRM software and Microsoft Office Suite.
- Email Marketing, and WhatsApp Marketing

STRENGTHS

- Time Management.
- Team work.
- Leadership.
- Critical thinking.

PROFESSIONAL EXPERIENCE

Senior Consultant

Arihant Brothers Ltd. | Feb 2023 - Dec 2023

- Successfully managed the sales process for electronic products, consistently exceeding monthly and quarterly targets.
- Identified and qualified potential leads via cold calling, email campaigns, and social media, resulting in a 30% increase in lead conversion.
- Engage with clients to better understand their company needs and provide relevant solutions.
- Look for opportunities to upsell or cross-sell additional products or services to existing customers.
- Managed the end-to-end sales process to provide a perfect customer journey and customer satisfaction.
- Resolve customer complaints or concerns promptly to maintain a positive relationship.

Career Counselor

Shoogle Enterprises LLP (Arena Animation) May 2022 - Dec 22

- Reach out to potential students and families to generate leads and schedule appointments.
- Follow up with leads, answer questions, and guide students through the application process.
- Recommend suitable programs based on the needs and goals of prospective students.
- Develop positive relationships with prospects during the admissions process.
- Keep accurate records and track progress using the CRM system
- Meet or exceed monthly/quarterly targets for sales performance.