

# Pranjal Singh

## PROFESSIONAL SUMMARY

Skilled Business Development Associate offering 3+ years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

## WORK HISTORY

**Elite Elevators Limited** - (BDE) March2023 - October2023.

- Developed business pipeline using cold and warm techniques (Cold Calls) Under construction house visit.
- Prepare the product presentation as per customer requirement.
- Meetings with Architect/Builder/Contractor/Interior decor etc.
- Handling a team and Prepare proposal for the customer.

**BYJU'S** - (BDA) May2021- November2022.

- Boosted revenue by bringing in and cementing relationships with new clients.
- Used Lead squared and Ameyo (Application) to handle current portfolio and prospective leads.
- Developed business pipeline using cold and warm techniques.
- Achieved Quarterly best sales and best associate award.
- Awarded for best KRA.

**AR Financial Solutions** - Sales Executives (BDM)

Janary2020 - April2021

- Client Acquisition
- Opening Demat account
- Raising funds, Cold Calls & Home Visit for documentation.
- Tele calling:- Calling customers ,Brief about Services and try to convert them ,schedule an appointment for home visit , or officevisit , Back office work.

## Connect

- [pranjalsingh8463@gmail.com](mailto:pranjalsingh8463@gmail.com)
- Lucknow, Uttar Pradesh
- +919935335907

## SKILLS

- Leadership communications.
- Computer proficiency.
- Excel & MS Word
- Business administration
- Business-to-customer expertise
- Lead Generation
- Good listening skills
- Customer Service

## EDUCATION

### Masters of business administration

Swami Vivekanand  
Shubharti University2019-2021

Specializations

- Marketing
- Finance

### Bachelors of commerce

Dr. RML Awadh University2018.

### 10+2(PCM), UP Board

SBIC Badlapur Jaunpur  
2015.

### 10<sup>th</sup>, (CBSE)

St. Xavier's Sr. Sec School  
Sultanpur 2011.

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## HOBBIES

- Traveling & love watching movie
- Sports

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## LANGUAGES

Hindi  
Native language

English B2  
  
Upper intermediate