

RISHABH SINGH SENGAR

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Sr. Business Development Executive

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78, Tilak Nagar, Orai (285001)

To work as a business development associate and utilize experience in building good relationships with customers, analyzing internal and external factors affecting business growth, and recommending solutions to improve sales and develop new products.

WORK EXPERIENCE

Senior Business Development Associate

Extramarks Education Pvt Ltd.

September 2021 – Dec2021

Achievements/Tasks

- Convince potential customers to fix direct meeting over telephonic conversation
- Responsible for weekly sales target, Also used to maintain data on CRM ie, Salesforce

Business Development Associate

BYJUS (Think & Learn Pvt. Ltd.)

April2021 – September 2021

Achievements/Tasks

- Manage sales cycle from prospect to closing independently, discuss progress with management and develop solutions to improve closing ratio.
- Manage day to day operational duties (manage and track sales lead flow, manage and maintain CRM databases, report weekly activities and accomplishments etc.)
- Lead and work with colleagues on business development related projects.

FOUNDER OF MIDTOWN TUTORIAL

2018 – 2019

- Mid- Town Tutorial is basically star-up started by me in 2018.
 - We used to provide home Tuitions and online classes in Kanpur.
 - We used to hire home tutors from indeed, Naukri.com and various Social media platforms.
 - We used to charge 60% of first month from Tuition fee from tutors and registration fee from parents.
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SKILLS & CERTIFICATIONS

- Updating databases and using a customer relationship management (CRM) system i.e. Leadsquared
- Conducting research and analysing data to identify right cx for Direct Sales meeting.
- Extrovert and open-minded person who always searches an opportunity to learn anything.
- **Technical skills**
 - Proficient in **Microsoft Office** – Excel ,Power point & Word; **Google-** Docs, Sheets, Sliders &Form; Short movies (Animated)
- **Certificates/Courses**
 - CCC, Google Analytics, Google Digital Marketing

EDUCATION

CSJM University Campus, Kanpur (MBA, B.sc- IT)

MBA, Finance & Marketing – Aggregate 64%

2019-2021

Bachelor of Information Technology – Aggregate 50%

2015-2018

10th CBSE BOARD – Science with Mathematics- CGPA: 8.80/10 & 12th– PCM – Aggregate 78%

Interest : Anchoring in all the event organized in the college During the tenure of my MBA