

RAJDEEP SINGH

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As an Business Development manager, my primary objective is to support the functioning of business operations by managing staff, coordinating operations, and ensuring exceptional customer service. I aim to create a positive and productive work environment by communicating with team members, setting clear goals, and monitoring performance.

EXPERIENCE

September 2023 – Till now

Sr. Business Development Associate | Testbook Edu Solutions Pvt. Ltd | Noida

Responsible for getting new leads/requirements and maintaining existing clients to enhance business relations. Generate requirements from new clients and existing clients through cold calling.

- Manage a plans, targets and can generate good revenue.
- Handling up to 50 customers on daily basis. Driving business growth.
- Strong knowledge of business and sales growth techniques.
- Presentation and pitching about product.
- Create a positive and productive presentation and strategy for customers.

August 2021 – May 2023

Business Development Associate (Direct & Inside sales) | Think & Learn Pvt Ltd (Byju's) | Lucknow.

Contacting the potential customers (parents & students) to set up meetings, and counsel the students on learning pedagogies, and the BYJU'S personalised learning journey. Generate Leads through Cold calling customer interaction & retention.

- Promoted from trainee position within 1 months.
- Developed a comprehensive sales strategy that achieved a 100% week-over-week growth in revenue.
- Negotiated and closed key partnerships with high-profile clients, resulting in a 100% increase in revenue.
- Presentation and demonstration of product with customers.
- Objection handling and clear all queries and doubt regarding product and completion by revenue.

March 2019 – February 2021

Store Manager | Zobra Sports & Lifestyle Pvt. Ltd. (Campus) | Deoria, UP.

Include training staffs, managing inventory, Ensuring a safe, clean and aesthetically pleasing store environment and assisting customers .

- Create and maintain strong visual merchandising.
- Monitoring and maintaining suitable store inventory levels.
- Decision making and problem solving skills with customers satisfaction and retention.
- Recruiting, training and supervising employees.
- Coordinating, monitoring and reporting on daily operations.

EDUCATION

2018-2021

Master of Business Administration (Distance Education)

Jaipur National University | Jaipur.

2015-2018

Bachelor of Technology in Civil Engineering.

IMS Engineering College | Ghaziabad.

2012-2015

Diploma in Civil Engineering.

CSJM Govt. Polytechnic | Balrampur.

SKILLS

- Team Management with team work.
- Strong knowledge of products
- Work under Pressure
- Critical thinking and problem solving.
- Exceptional communication
- Focus on customer satisfaction and retention.

ACHIEVEMENTS

- Best performer of the week in Byju's among the 200 employees on the floor.
- BDA of The Month for Highest revenue among the 1200 employees.

PASSION/ INTERESTS

- Reading Books and News Paper.
- Public speaking & interaction with peoples.
- Cooking and serving.
- Travelling & Driving.

LANGUAGES

- Hindi.
- English.