



Saumya Kanojia

Business Development Executive

🏠 Pune (MH)

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📞 7905094325

PROFESSIONAL SUMMARY

Experienced Business Development Executive specializing in Information Technology improving business systems and enhancing overall company performance. Bringing forth strong project management skills and impeccable communication skills, leading to ultimate productivity. Dedicated member with the ability to effectively manage and achieve project goals.

CAREER

Feb 2021 – Current

Technooster - Business development Executive (Pune)

- Gathered business requirements for creating Business Requirement Document(BRD). Provided status reports to project managers .
- Skilled in Campaign Development & Management,
- Email Marketing campaigns ,Teamwork, and Leadership.
- Lead Generation, Database Management i.e Data cleaning .
- Understanding client needs and offering solutions and support .
- I am dealing projects which is related to website design, software development, healthcare domain, CRM, Digital marketing SEO, SMO, PPC, Branding,
- Managing pre-sales, client relationship .

Jan 2019 – March 2020

Epic Research - Business Development Executive (Indore)

- Pitching services to the client.
 - Building Digital relationships
 - Generating Business Leads
 - Email Marketing campaigns
- Relationship management with existing and new clients.
- Deal closure at end of month.
 - Quickly learned new skills and applied them to daily tasks, improving efficiency and productivity.
 - Delivered exceptional level of service to each customer by listening to concerns and answering questions.
 - Actively listened to customers, handled concerns quickly and escalated major issues to supervisor.

EDUCATION

2016 – 2019

Graduated From CSJM University Kanpur

Bachelor of Computer Applications

2015 – 2016

Passed Intermediate From ISC Board Kanpur

2013 – 2014

Passed High School From ICSE Board

SKILLS

- Knowledge of Business Solutions
- Strategic Planning
- Project Management
- Interpersonal Communication Skills
- Analytical Thinking Skill