




# AKASH PACHAURI

## CONTACT

 8130304289

 akupachauri20@gmail.com

 3rd, H-246, Nehru Nagar,  
Ghaziabad, UP

## SELF INFO

DOB - 15/05/1997

Language - English, Hindi

## SKILLS

Negotiation 

Motivation 

Coaching 

Analytics 

Management 

Planning 

## EDUCATION

**2019**

*Noida International University*

MBA

**2017**

*C.C.S University, Meerut*

B. Com

## EXPERIENCE

2021 Jan - Present

**BUSINESS DEVELOPMENT MANAGER - BYJU'S**

- Developing growth strategies and plans.
- Increasing client base and revenue management.
- Having an in-depth knowledge of business products and value proposition.
- Consistently achieving monthly target of 60Lacs per month.
- Conducting regular training sessions for whole team.
- Co-ordinating and handling team of 16 members.

2019 Jul - 2020 Dec

**BUSINESS DEVELOPMENT ASSOCIATE - BYJU'S**

- To serve customers by selling products and meeting customer needs.
- Contribute to team efforts by accomplishing related target as needed.
- Keeping management informed by actively submitting reports.
- Handling customer's queries and complaints.
- Conducting regular training sessions for whole team.

2019 Feb - 2019 May

**INSIDE SALES SPECIALIST - LYBRATE (B2B)**

- Cold calling with potential clients.
- Lead generation and dealing with clients.
- Managing and transferring the data to clients.
- Directly handling client queries and concerns.

2016 Jan - 2017 Jan

**Rajshree Pharmaceuticals (B2B)**

- Key account holder of B2B clientele.
- Conducting review meetings with the clients to improve the delivery chain.
- Guiding a team of 8 people for expanding client base.

2018 Apr - 2018 June

**INTERN - LG INDIA (B2B)**

- Worked on project name "XBOOM" speakers.
- Engaged in handling and designing the marketing campaigns for B2B engagements for products.

## TITLES AWARDED

- Awarded "BDA with highest number of sales" by Byju's.
- Awarded "BDA with promising display of work" by Byju's.
- Awarded "BDA with highest sales conversion" by Byju's.
- Awarded "BDA with highest ticket size of month" i.e. 2.6lcs by Byju's.
- Awarded "Marvelous mentor" by Byju's.