

Joy Singh
B.Tech, Computer Science
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PROFESSIONAL SUMMARY:

High-achieving ,offering 1 years of Business Development, Sales and marketing expertise. Well-versed in market trends, sales strategies and customer engagement techniques. Concise and decisive communicator with organizational, multitasking and project management talents.

BASIC ACADEMIC CREDENTIALS :

Qualification	Board/University	Year	Percentage
B.Tech (Computer Science Engineering)	Dr. Shakuntala Misra National Rehabilitation University , Lucknow	2016-2020	86.4%
Intermediate	CBSE	2015	78%
High School	CBSE	2013	88%

WORK HISTORY :-

Business Development Associate (May 2020 - Present)

BYJUS (The learning Application) , Lucknow, Uttar Pradesh

- To acquire new institutional/ educational clients in the specified region/market. Performed activities related to Business Development through visiting school, to tie-up and coordinating seminars at school for promoting the products.
- Managing sales for K-12 (4th- 12th) , CAT , GMAT in B2B/B2C sales segment in Driving and managing the entire sales process from targeting and prospecting to closing the sale
- Managed a team of 6 individuals as an Senior Business Development Associate, trained them to achieve their individual targets by helping them with successful closings and ensured that team targets are achieved.
- Developing and maintaining efficient & effective reporting systems for tracking prospects from initial inquiry to closure.
- Face to face client handling right from counseling to closing through Direct Sales.
- Analysis of client requirements, specifications, obtaining suitable solutions and outlining commercial implications and negotiations.

Digital Marketing Executive (Dec 2019 - Apr 2020)

DR O.P CHAUDHARY HOSPITAL, LUCKNOW,UTTAR PRADESH

- Strategically organized and coordinated with senior executives new business trends to develop new services, products, and distribution of channels.
- Established CRM to increase sales, improve sales forecasting, and enhance account tracking on new and existing clients
- Coordinated and hosted conferences, events and trips for our outside sales team
- Met and exceeded sales goals for by maintaining and creating a consistent pipeline



ACHIEVEMENTS :

- ❖ Secured a very good percentile score in problem solving assessment in 2014 organized by Central board of secondary education, Delhi.
- ❖ Got into Microsoft's Finalist's forum, having developed an *Augment reality shopping* application in a 24-hour Hackathon –Code.fun.do
- ❖ Actively participated in various sports activities for inter school.
- ❖ Attended Environment organized by Department of Physics at Dr. Shakuntala Misra National Rehabilitation University in 2018.
- ❖ Certificate for Participation for attending workshop on Digital marketing organized By IIT (BHU) in Varanasi in Feb 2018.
- ❖ Certificate for Campus ambassador in recognition of the contribution done towards spreading the work of WAC fiesta organized At Delhi Technological University.
- ❖ Certificate in recognition for participation of ethical hacking workshop conducted by Kyrion technology Pvt Ltd at Delhi Technological University
- ❖ Certified by Google as Digital Marketing specialist.
- ❖ Certified by Microsoft Partner Network Sales Competency Digital Marketing Assessment.

INTERNSHIPS :

1. Summer training at Hindustan Aeronautics Limited

Location : Kanpur

Duration : 60 Days (Jun 2018)

Project Completed : Project module assigned is web tracking of utilization and identification of most and

least used web pages of employees working in organization.

2. Intern at Leather firm as an Online digital marketing expert for 2 months and completed the live

(www.stanindia.com). (Aug 2018 - Sep 2018)

3. Summer training at Indian Railways , Lucknow

Location : IT department at DRM Office

Duration : 45 Days (01 Jun- 5Aug 2019)

Project Completed: Data networking system module for 2 months under the supervision of Senior E E

Engineer R.K LAL (TELECOM).

4 . Internship for Swiggy largest food ordering platform as an Online Real time data collection and voice- based technical support and logging and coordinating issues with vendors get awarded with stipend and certificates. (Jan 2019 - FEB 2019)

INTERPERSONAL SKILLS :

- Ability to work in an unstructured environment with the ability to make trade-off decisions quickly.
- Demonstrated ability to work in a results-oriented, challenging environment.
- Troubleshooting Microsoft Windows OS (Desktop)
- Troubleshooting Microsoft Office/ Outlook.
- Network printing and file management
- Knowledge of interrelated domains like computer hardware, network and software applications.
- Knowledge in troubleshooting and diagnosing IT Infrastructure problems.
- Excellent communication, organization, multitasking, and time management skills.
- Excellent English written , verbal Skills & excel skills.
- Effective written and verbal communication skills

