

**Anuj Kumar**

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**EDUCATION**

**1. CSJMU, Kanpur  
B.A Political Science**

**2014-2017**

**EXPERIENCE**

**1. VEEDCOM INDIA PVT LTD**

**FEB 2021-August 2022**

**Business Development Executive**

- Responsible for the revenue generation of the company.
- Market analysis and lead generating.
- Calling and taking proper follow up of the lead.
- Presentation of final product in front of client.
- Successfully closed deals with companies like Ujjwal Gas, Stupi Solar and various small scale companies.
- Record all sales record on Excel sheet and take valuable follow up and maintain the data for better performance and target achievement.
- Responsible for all back-end operation like order punching and retaining of order beyond trial period and solving all raised customer escalations.

**2. Byju's**

**SEP 2022- AUGUST 2023**

**Business Development Executive**

- Setting up and maintaining a demonstration area, such as a table, stand, or booth at various events.
- Keeping the demonstration area tidy and well stocked with products, samples.
- Demonstrating the features of a product to potential customers.
- Employing interactive materials such as videos, charts, or slideshows to share information about a product, when necessary.
- Answering any questions potential customers might have about a product.
- Recording transactions and stock levels.
- Staying up to date with product or service features.

## **SKILLS**

1. OPERATING SYSTEMS
2. LEADSQUARED CRM
3. BACK END OPERATIONS
4. BUSINESS DEVELOPMENT
5. MARKETING
6. TECHNICAL SUPPORT
7. Lead Generation
8. Digital marketing

- **KNOWN LANGUAGES-** HINDI,ENGLISH.
- **HOBBIES-** LISTENING MUSIC ,CRICKET.