

65000+ Reach -1 month   5 +TOP Implementation Client   Build Article and JOB Patform   Led 15+ Team				
<b>HIGHEST EDUCATION</b>				
BBA	Vidya Bharti Mahavidyalaya	Amravati	8.1 CGPA	2022
<b>ACADEMIC ACHIEVEMENTS</b>				
GD	<ul style="list-style-type: none"> <li>Awarded for excellence in <b>group discussions &amp; founded a GD</b> prep community</li> </ul>			2023
Sports	<ul style="list-style-type: none"> <li>Was the first runner-up in a 5.5 km running race among 200+ competitors</li> </ul>			2022
Podcast	<ul style="list-style-type: none"> <li>Blood donation awareness <b>campaign</b> with Kiran Verma via <b>social media</b>.</li> </ul>			2023
<b>WORK EXPERIENCE</b>				
Business Lead MNC Job Wala	<ul style="list-style-type: none"> <li><b>Trained</b> and successfully <b>led a team</b> of over <b>15 people</b> for <b>editing and content creation</b></li> <li>Crafted winning <b>client proposals</b>, outlining scope, deliverables, timelines, and <b>pricing</b></li> <li>Managing vendors for staffing and recruitment, and ensuring to fulfill client needs.</li> <li>Integrated <b>CRM systems</b>, enhanced <b>efficiency by 30%</b> and enhanced transparency</li> </ul>			2023
Sales And Service KASMO	<ul style="list-style-type: none"> <li>Spearheaded client acquisition strategies for <b>Salesforce, AWS, and SAS</b> solutions</li> <li><b>Market research and Data analysis</b> to pinpoint ideal client profiles and needs</li> <li>Collaborated with the sales team and implemented a strategy for acquiring <b>new clients</b></li> <li>Built strong client relationships with <b>negotiation skills and commitment</b> to client success</li> </ul>			2022
<b>POSITION OF RESPONSIBILITY</b>				
MNC Job Wala	<ul style="list-style-type: none"> <li><b>Mentored</b> Content Writer intern, providing training and ongoing support</li> <li>Strategically <b>sourced top talent</b> through online platforms, referrals, and industry networks</li> <li>Finding potential clients, reaching out to <b>convince and Negotiate</b> for staffing projects</li> </ul>			
Kasmo	<ul style="list-style-type: none"> <li>Acquired <b>new clients</b> in Salesforce, AWS, and SAS industries through strategic initiatives</li> <li>Conducted <b>research</b> to identify <b>potential clients</b> and understand their specific needs</li> <li>Delivered impactful <b>sales presentations</b>, securing client interest in company services</li> </ul>			
<b>WORK ACHIEVEMENTS</b>				
Kasmo	<ul style="list-style-type: none"> <li><b>Led Client projects for Implementation, Integration, and Staffing at Kasmo</b></li> <li>Converted <b>leads into major clients</b> (Prodapt, Pristane System, L&amp;T, Synecron, McKinsey)</li> <li><b>Smooth handoff to Kasmo leveraged network</b>(J&amp;J, Weave HQ, and Teax Healthcare)</li> </ul>			
Mnc Job Wala	<ul style="list-style-type: none"> <li>Placed <b>60+ candidates</b> in leading companies, creating <b>20 valuable partnerships</b></li> <li>Executed brand awareness campaign driving a <b>30% increase in website traffic in 3 months</b></li> <li><b>Mentored</b> Content Writer intern, providing <b>training</b> and ongoing support</li> </ul>			
<b>SKILLS</b>				
<b>CRM</b>				
Zoominfo	<ul style="list-style-type: none"> <li>Identified <b>target clients</b> &amp; conducted <b>growth research</b> to drive informed outreach</li> </ul>			
Zendesk	<ul style="list-style-type: none"> <li>Managed leads through the <b>Zendesk platform</b> for cold calling, email outreach &amp; client follow-up</li> </ul>			
Jetpack	<ul style="list-style-type: none"> <li>Experience with Paid Search, Affiliate Marketing, Outbound Marketing, or WhatsApp marketing</li> </ul>			
Rank Math	<ul style="list-style-type: none"> <li>Increased website <b>visibility by SEO</b>-optimizing 200+ articles using RankMath</li> </ul>			
<b>Technical Skills</b>				
MS Excel	<ul style="list-style-type: none"> <li><b>Data entry, data analysis, formatting data, creating charts, graphs, and Vlookup</b></li> </ul>			
MS Word	<ul style="list-style-type: none"> <li>Developed and managed impactful documents through <b>creation, editing, collaboration, and design</b></li> </ul>			
MS & Google PowerPoint	<ul style="list-style-type: none"> <li>Presented (Kasmo &amp; MNC Job Wala) <b>portfolios</b> and teamwork through presentations to management</li> </ul>			
<b>EXTRA-CURRICULAR ACTIVITIES</b>				
Chess	<ul style="list-style-type: none"> <li><b>Winner in multiple</b> prestigious chess competitions. Chess <b>Rating: 1200+</b> (Chess.com)</li> </ul>			
Website Development	<ul style="list-style-type: none"> <li>Founded <b>My Site Cart</b>, building <b>50+ SEO-optimized E-commerce &amp; corporate websites</b></li> </ul>			
Debate	<ul style="list-style-type: none"> <li>Led team strategically, achieving <b>first runner-up</b> among <b>140 competitors</b> in college</li> </ul>			
Hobbies	<ul style="list-style-type: none"> <li>Traveling to different parts of <b>India and Maintains physical fitness and mental</b></li> </ul>			
<b>CERTIFICATIONS &amp; PROJECT</b>				
Linkedin	Develop Your Creative Thinking and Innovation Skills & Project Management as a Leader			