



# Mihir Mahajan

Sr.Business Development  
Associate

## My Contact

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📍 Pune

## PROFESSIONAL SUMMARY

Experienced sales professional with a strong foundation in data analytics. Possessing a proven track record of success in driving sales growth, combined with a keen ability to leverage data insights for strategic decision-making. Seeking a sales role where I can blend my sales expertise with data-driven strategies to deliver exceptional results.

## Skills

### Sales & Marketing

- Interpersonal & Persuasive Communication skills
- Negotiation Skills
- Cold Calling
- Client Management
- Client Meetings
- Objection Handlings
- Sales & Revenue Generation
- Network & Relationship Building

### Data Management

- Data Visualization (Power BI)
- Sql
- Large Data Set Management
- Data Analysis
- MS Office, MS Excel, Power BI
- CRM Software - Leadsquare

### Hard Skills

- Designing software - canva
- Languages - English , Hindi , Marathi
- Problem Solving
- Team player

## Work History

### Yocket - Avocation Educational Services Pvt. Ltd.

Sr.Business Development Associate

November 2022 – March 2023

- Responsible for Revenue generation
- Overall Sales Operation.
- Consulting Students and parents for Abroad studies on Initial Level over a phone call or zoom call
- Regular followups and Nurturing of Students.
- Building and nurturing the relationships with Customers and In house teams to maintain the seamless and clear workflow.
- Assisting in finance for the offered services
- Post sales assistance

## **Byjus – Think and Pvt. Ltd.**

Business Development Associate

November 2021 – October 2022

Key responsibilities:

- revenue generation
- calling on cold and warm lead sets
- carry persuasive communication with leads to have meetings.
- catering meeting and close the lead by selling Byjus Course
- Nurturing and Followups of the students
- post sale assistance
- tracking and managing the orders punched. (CRM software)
- Prepare reports on the above information and communicate the insights of these reports to the broader business.
- Achieving daily , weekly and monthly calling , conduction and revenue targets

## **Education Background**

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- **Dr. D.Y. Patil, ACS college Pimpri – Pune**

- Bachelor's of Business Administration (Marketing)  
July 2018 – April 2021

- **Eklavya Vidyalay, Nandurbar**

- Senior Secondary (Science)  
July 2016 – March 2018

- **SAM. English Medium School ,Nandurbar**

- Secondary Education  
March 2015

## **Co-curricular Achievements**

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- Selected as Deputy Director General for MUN
- College representative for 3 continuous year
- Represented 2 times states in skating (roll ball)
- Qualified 3 divisional's in football

### **DECLARATION**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Mihir Mahajan.