



AKASH DAHIYA

BUSINESS DEVELOPMENT ASSOCIATE

PROFILE

Dynamic and results-driven Sales Professional with a proven track record in business development. Skilled in identifying and converting leads, conducting persuasive product demonstrations, and implementing effective marketing strategies. Strong project management abilities combined with exceptional public speaking and communication skills. Recognized as one of the top performers in my batch, consistently exceeding sales targets. Certified in sales and business development. Seeking a challenging sales role to utilize my expertise and drive revenue growth for an organization.

WORK EXPERIENCE

● Business Development Associate

January 2023- Present

- Developed business pipeline using cold and warm techniques.
- Managed needs of multiple customers at once using strong prioritization and multitasking Abilities.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing
- Servicing of existing customer accounts. Negotiated contracts and closed sales with new and existing clients.

ACHIEVEMENTS

- Recognized as one of the top performers in the batch for consistently meeting and exceeding sales targets.
- Received positive feedback from clients for exceptional communication and negotiation skills.
- Actively participated in public speaking events, representing the company at industry conferences and networking events.
- Elected as PR head for NSS unit of college and for several fest like UMEED.
- Worked with various NGO for social welfare and organized various events with them. Example: Mental Health Event with Manotsav Foundation in Mumbai

CONTACT

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🏠 Marathahalli, Bengaluru

EDUCATION

- 2019 - 2022
Bachelor Of Science in Mathematics
Jai Hind College, Mumbai
- 2018 - 2019
12th Grade (PCMC)
St. Mary Higher Secondary School, Bhatapara

SKILLS

Communication

Negotiation Skills

Product and Service Sales

Sales and Business Development

Problem Solving

Lead Generation and Conversion

Public Speaking and Presentation Skills

Team Collaboration

Analytical Thinking

Microsoft Office Suite