



Irfan Wani



Working As A BDA

 Srinagar, India, 191131

 **7006344844**

 Iffu510502@gmail.com

Versatile Business Development Associate highly effective at generating leads, developing pipelines and closing sales. Offering 3 years of identifying new revenue streams and potential clients to meet growth objectives. Thrives on challenge and competition.

Motivated Business Development Associate bringing 3 year career in territory development and prospecting. Business development and social media expert versed in quickly mastering new concepts and technologies to drive successful market development. Consultative sales specialist.

Experienced BDA offering proven track record of working with customers to achieve solutions and drive company growth. Skilled in networking with industry professionals to build lead pipeline and increase client base.

Driven Business Development Representative successful at delivering results in both team-based and individual capacities. Solid track record of results of 3 year career in ED-TECH & SALES.

Skilled Business Development leader offering 3 years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

Successful marketing leader with proven accomplishments in driving growth and increasing profits. Articulate and driven leader with high energy and engaging personality. Hardworking team builder motivational in maximizing personnel performance and surpassing business objectives.

Innovative BDA experienced in converting sales leads and managing multiple accounts. Highly skilled in forecasting, project management and strategic planning with exceptional communication abilities. Thorough in monitoring trends and

capitalizing on emerging opportunities.



Skills

- Lead Generation ●●●●●●
Excellent
- Account development ●●●●●●
Excellent
- Continuous professional improvement ●●●●●●
Excellent
- Proficient in [Type] products ●●●●●●
Excellent
- Business-to-customer expertise ●●●●●●
Excellent
- Product knowledge ●●●●●●
Excellent
- Store opening and closing ●●●●●●
Excellent
- Point of sale operation ●●●●●●
Excellent
- Stocking and replenishing ●●●●●●
Excellent
- Product and service sales ●●●●●●
Excellent



Work History

2020-06 - 2022-04

- **Business Development Associate**

Byjus The Learning App. Think & Learn Pvt Ltd, Srinagar, Jammu & Kashmir

BAHAR I KASHMIR SALES ASSOCIATES

,Srinagar, Jammu & Kashmir



Education

2018-11 - 2020-05

- **Masters Of Business Administration : Sales And Marketing Education**

Punjab University Patiala - Punjab

Marks.

74.5 %

2015-12 - 2018-05

- **Bachelor Of Commerce: Accountancy**

Punjab University Patiala – Punjab

Marks.

70.3 %

2012-11 - 2012-12

- **10th: Science Education**

JKBOSE - Srinagar

Marks.

72.3 %

12th: Political Science And Government

JKBOSE - Srinagar

Marks.

69.1 %



Additional Information

Name. *irfan Ahmad wani*

S/o. *Wali mohd wani*

D.O.B. 05/04/1996

R/o. *Jammu and Kashmir*

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Software

MS Office Suite



Very Good

Tally



Very Good



Languages

English



Excellent

Hindi



Excellent

Urdu



Excellent

Punjabi



Very Good

Kashmiri



Excellent

Arabic



Very Good



Interests

Cricket

Table tennis

To meet new people