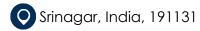
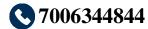


# Irfan Wani

Working As A BDA







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	••••



## **Work History**

**Business Development Associate** 

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

Excellent

#### **BAHARIKASHMIR SALES ASSOCIATES**

,Srinagar, Jammu & Kashmir



#### Education

2018-11 - 2020-05 Masters Of Business Administration: Sales And Marketing Education

> 74.5 % Marks. Punjab University Patiala - Punjab

**Bachelor Of Commerce: Accountancy** 

70.3 % Punjab University Patiala – Punjab Marks.

10th: Science Education

2020-06 - 2022-04

2015-12 - 2018-05

2012-11 - 2012-12

2013-11 - 2014-12

JKBOSE - Srinagar Marks. 72.3 %

12th: Political Science And Government

JKBOSE - Srinagar Marks. 69.1 %



#### **Additional Information**

Name. irfan Ahmad waniS/o. Wali mohd wanl

D.O.B. 05/04/1996

R/o. Jammu and Kashmir

Contact. 7006344844

Email id. iffu510502@gmail.com



#### Software

MS Office Suite

Tally

Very Good

Very Good

Excellent

Excellent

Excellent

Very Good

Excellent

Very Good



## Languages

English

Hindi

- Urdu - Punjabi

Kashmiri

Arabic

# Interests

- Cricket
- Table tennis
- To meet new people