

**Name: - Mohini Agrahari**  
**Email: - mohiniagrahari052@gmail.com**  
**Contact Number: - 6386786941**

**CAREER OBJECTIVE: -**

Obtain a challenging leadership position applying creative problem-solving and learn management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

**EDUCATION DETAILS: -**

- **Bachelor of Science (BSc) (2019)**  
Allahabad State University, UP, India
- **INTERMEDIATE (2016)**  
Dr. CL Bind VIC Bhit, Handia, Allahabad
- **MATRICULATION (2014)**  
SRUM Vidyalaya , Baraut, Handia, Alld

**PROFESSIONAL EXPERIENCE: -**

**E-SPIRITS (U.K SHIFT, LONDON)**

Civil Lines, Prayagraj, UP

June 2022-June2023

Senior Sales Executive

**Roles and Responsibilities: -**

- Working as a Sales Executive in the UK, working in the construction industry and focusing on selling construction licenses, typically has several responsibilities. These responsibilities are geared towards driving sales, maintaining client relationships, and ensuring compliance with relevant regulations.
- Responsible for sales license U.k.(London)Person for going construction site like as Engineers, Electrical, Plumers, Architect, Messon.
- **Sales Target Achievement:** Meeting or exceeding sales targets and quotas set by the company is the primary responsibility
- **Product Knowledge:** Developing a deep understanding of the construction licenses offered by the company, including their features, benefits, and pricing
- **Market Research:** Continuously monitoring the construction industry in the UK to identify trends, potential clients, and competitive offerings. This information helps in formulating sales strategies
- **Client Engagement:** Establishing and maintaining strong relationships with clients. This involves conducting meetings, presentations, and demonstrations to showcase the value of the construction licenses and addressing client queries and concerns.
- **Sales Proposals and Negotiations:** Preparing and delivering sales proposals, quotes, and contracts. Negotiating terms and conditions with clients and closing deals effectively.

**BYJU'S**

Prayagraj, U.P

August 2020- May 2022

Business Development Associate

**Roles and Responsibilities: -**

- Worked experience as a Business Development Associate (BDA) at BYJU'S typically involves various responsibilities related to sales and business development.
- **Sales and Customer Acquisition:** Responsible for acquiring new customers for BYJU'S educational products. This may involve cold calling, lead generation, and conducting sales presentations to potential customers.
- **Product Knowledge:** Have a deep understanding of BYJU'S educational products and services and also able to effectively communicate the benefits and features of these products to potential customers.
- **Lead Generation:** Identify and generate leads through various channels, including online research, referrals, and networking.
- **Sales Meetings:** Responsible for schedule and conduct meetings with potential customers, such as students and parents, to explain the benefits of BYJU'S products and help them make informed decisions.
- **Relationship Building:** Building and maintaining relationships with customers is crucial. Also follow up with leads, provide ongoing support, and ensure customer satisfaction.
- **Sales Targets:** Worked as BDAs have sales targets and quotas to meet. They are responsible for achieving these targets through effective sales strategies.

- **Market Research:** Market research to identify trends, competitors, and opportunities in the education technology sector.
- **Feedback and Reporting:** Provide feedback to the company based on customer interactions. Also prepare reports on sales activities and results.
- **Customer Education:** Educate customers about the online learning platform, its features, and how to make the best use of it.

**PERSONAL DETAILS: -**

- **Name: -** Mohini Agrahari
- **DOB: -** 01/11/1999
- **Father Name: -** Harish Chandra Agrahari
- **Email: -** mohiniagrahari052@gmail.com
- **Contact Number: -** 6386786941
- **Marital Status: -** Unmarried