

Aiswarya Nanda

BUSINESS DEVELOPMENT EXECUTIVE

Professional Business development executive and digital marketing executive with one year five months of experience.



✉ aiswarya.nanda2012@gmail.com

📞 7978903139

📍 Bhubaneswar, India

🌐 [linkedin.com/in/aiswarya-nanda-78857010a](https://www.linkedin.com/in/aiswarya-nanda-78857010a)

WORK EXPERIENCE

Business development Executive FUTURIOS TECHNOLOGIES

11/2019 - Present

Bhubaneswar, Odisha

Achievements/Tasks

- Daily Cold calling (Daily cold calling, follow-ups & converting).
- Inbound & outside sales.
- Daily Lead Generation (Using LinkedIn Sales Navigator, E-mails, Follow-ups, converting).
- Followed Competitor analysis.
- Sales Pitching.
- Recording the CRM and following sales funnel.

EDUCATION

MBA BIRLA GLOBAL UNIVERSITY

06/2017 - 04/2019

Bhubaneswar, Odisha

B.B.A MOTHER'S BUSINESS SCHOOL

08/2014 - 03/2017

SKILLS

Teamwork

Flexible

self-motivation

Time Management

Multi-tasker

Problem solving

ACHIEVEMENTS

Certificate of participation "HOW TO GET 1000 LEADS WITHIN A MONTH THROUGH LINKDELIN" (05/2021)

Volunteered for ODISHA Hockey world cup for men , 2019 (2019)

1st prize in Business quiz competition

CERTIFICATES

ADVANCED LEAD GENERATION (08/2020 - 08/2020)

Linkdin Certification on Advanced Lead Generation

THE FUNDAMENTALS OF DIGITAL MARKETING (06/2020 - 06/2020)

Google Digital Garage certification in Digital Marketing

ADVANCED SEARCH ENGINE OPTIMIZATION(SEO) CERTIFICATION TRAINING (08/2019 - 03/2020)

Advanced Search Engine Optimization certification Training

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Odia

Native or Bilingual Proficiency

INTERESTS

Net surfing

Painting