

Anjali Joshi

Business Development Executive

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linkedin.com/in/anjali-mishra-125762247 Indore, MP

SKILLS

BDE

Upwork · Freelancer · Truelancer ·

Proposal Writing · LinkedIn ·

Lead Generation · Email Marketing ·

Sales Navigator

LANGUAGES

English Proficient

Hindi Native

CERTIFICATION

IBM Career Education Of Software Testing certification

MindScripts Technologies, Pune, 2013

Embedded System

Scientech Technologies Pvt. Ltd. 2012

Programming in C++ Certification

HCL Infosystems Ltd. 2011

Programming in C++ Certification

HCL Infosystems Ltd. 2010

STRENGTHS

★ Growth Mindset

★ Result-Oriented

★ Time management

SUMMARY

As a Business Development Executive with a two-year track record of exceeding sales targets, expanding market presence, and building strategic client relationships. Proficient in market research, strategic planning, and effective communication. Committed to driving sustainable business growth through innovative solutions and client-focused strategies.

EDUCATION

Bachelors in Engineering (BE) 2009 - 2013

Gyan Ganga Institute of Technology & Management (GGITM) Bhopal, MP

CGPA | 7.6 / 10.0

XIIth -82.4% 2009

Government Higher Secondary School Ghaura, MP

Xth - 84.2% 2007

Government Girls High School Ghaura, MP

EXPERIENCE

Business Development Associate 04/2023 - 08/2023

Roopayur Indore, MP

- Analyze market trends, customer needs, and competitive landscapes.
- Qualify leads based on their potential for business engagement.
- Understand client needs and tailor solutions to meet their requirements.
- Identify and explore new business opportunities and markets for growth.
- Collaborate with marketing, product development, and other teams to align strategies.

Business Development Executive 07/2021 - 01/2023

Money Yatra Associates LLP Indore, MP

- Analyze sales data to evaluate performance and make data-driven decisions.
- Set and achieve sales targets and key performance indicators (KPIs).
- Monitor progress towards revenue and growth objectives.
- Contribute to the development of long-term business plans.

Business Development Executive 06/2015 - 05/2021

Symbidez Technologies Pvt. Ltd Remote

- Manage upwork and freelancer accounts.
- Collaborate with marketing, product development, and other teams to align strategies.
- Conducted in-depth market research, enabling the company to enter new markets and expand its product/service offerings.
- Analyze market data and competitor activities to develop strategies for market penetration and differentiation.