Rajesh Chandra

Das

**Profile**

A Performance driven **Business Development**

**Manager** with a proven track record Recognized for significant profits increase and huge contribution to business expansion offering 5+ years of sales experience in Fin tech & ed tech . Proven ability to achieve all goals and delegate responsibilities successfully with in-depth understanding of the sales process ,great communication skills , and ability to always remain calm under pressure.

**Work Experience ( 5Yrs+)**

 02/2020-11/2022

Bengaluru, Karnataka

**Business Development Manager**

**Think & Learn Pvt Ltd (Byju’s)**

* Responsible to manage annual revenue Generation of 4.8 Cr & Branch Demo.
* Responsible to train , track & drive a team Of 15-17 Business Development Associate
* Responsible to manage all the existing customer Renewals & retention of the assigned territory & demo lectures
* Responsible for k3 , k9 , k-12 (online/offline) as Well as for the competitive exam (UPSC/CAT) enrollment of 3 Different states ( Maharashtra , Madhya Pradesh & Gujrat) for 7 different cities (Pune , Mumbai , Indore , Nagpur , Ahmedabad , Bhopal & Gwalior)

09/2019- 12/2019

 Indore , Madhya Pradesh

**Sr. Financial Consultant**

**Epic Research Pvt Ltd**

* Responsible to manage annual revenue generation of 1.5 Cr & to train , track & drive a team Of 12-15 Financial Consultant
* Responsible to manage all the existing customer And their Renewals ,retention &

upgradation in equity, commodity & currency market for Intraday & holdings

 9893878253

 E-mail: rajeshchandra0909@gmail.com

 Address: Indore

** Work Experience**

  08/2017-08/2018

Indore , Madhya Pradesh

**Business Analyst**

**MarketMagnify Investment Adviser & Research Pvt. Ltd.**

* Responsible for customer acquisition and their upgradation for those trader/investor who is investing capital in Equity / Commodity market
* Responsible as an individual contributor for annual revenue generation of 24Lcs

**Education**

08/2012 – 08/2016

Roorkee , Uttarakhand

B.Tech. ( Electronics & Telecom )

College of Engineering Roorkee

Bachelor’s Degree : 70.2%

06/2008– 05/2010

Bettiah , Bihar

10+2 (PCM)

Saraswati Vidya Mandir, HSC , CBSE

**Certifications** : NISM EQT -XI(sales )

**Achievements**

**Business Achievements**

1. 5 Times Best Manager ( Byju’s)
2. 3 Times Best BDA ( Byju’s)
3. 2 Times Best financial Consultant ( Epic Research
4. 2 Times Runner-up ( Best Business Analyst) -Market Magnify

**Academic Achievements**

1. 2nd Rank in B.Tech (ET)
2. 5th Rank in HSC
3. AIEEE, AFCAT -Qualifier
4. 1st Rank in SSC

**Skills**

Languages: English, Hindi & Bengali

Computer Skills: MS-office, Google Suite ,

Management: Sales(DS,Inside,B2B,B2C), Segments(K9/K12/IAS/CAT/K3),Data Management ,Expertise in CRM (LS), Finance