



# AJAZ AHMAD QUADRI

## BUSINESS DEVELOPMENT ASSOCIATE

Highly Motivated Business Development Associate with 6 year's experience in business development and sales, & Lead generation. Eager to Support with knowledge of multichannel processes including online marketing and value added service along with team leading and training skills.

### CONTACT

#### Phone

- +919907777286

#### Email

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#### Address

- Near manas mandal  
Gomit pura dabra

### LINKDIN

- <https://www.linkedin.com/in/ajaz-ahmad-222a061ba/>

### EDUCATION

- Bachelor of Civil Engineering.
- university - Rajiv Gandhi university Bhopal

### LANGUAGE

- English
- Hindi

### EXPERTISE

- Adaptability
- Stress management
- Productivity & organization
- B2C Marketing
- The 4 P-s Marketing

### WORK EXPERIENCE

#### ROYA ACADEMY GWALIOR

Assistant Teacher jan 2015 - dec 2021

- 6 year's of Teaching experience of Indian History subject for Competitive exam UPSC & State PCS.
- Used lectures , discussion or supervised role - playing method to present subject matter to student's under direction and guidance of teacher's

#### BYJUS THINK & LEARN PVT. LTD.

Business Development Associates Feb 2022- Nov 2022

- Manage and maintain the structural analytics of targets, market, clients and the documentation in CRM system
- Provided market intelligence and feedback-based pieces of training to regional teams on the market, industry, and competitors for business developments
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners and other to get access to new opportunities.
- Setting goals for the business development team and developing strategies to meet those goals for more revenue generation through app subscription.
- Counsel the students according to need or need-generation to convert prospects into premium subscribers in designated zones.

#### KARTGEN INFOTECH LLP

Business development Manager April 2019 - March 2020

- Training business development staff
- Developing quotes and proposals for prospective clients
- Pursuing leads and moving them through the sales cycle
- Researching, planning, and implementing new target market initiatives
- Setting goals and developing plans for business and revenue growth

- Extroversion
- Critical thinking
- Detail oriented

## STRENGTH

- Problem solving.
- Teamwork
- Effective Communication
- Multitasking
- Ability to communicate

## SKILLS

- Leadership Skills
- Technical Skills
- Customer service Skills
- Interpersonal Skills
- expert in implementation of each step of the project
- Eager to learn new technologies and methodologies

### **NEW BHARAT PVT. LTD.**

Business development manager Jan 2016 - March 2019

- Creating development plans and forecasting sales targets and growth projections.
- Liaising with colleagues to develop sales and marketing strategies
- Meeting existing and potential clients and building positive relationships
- Creating development plans and forecasting sales targets and growth projections.
- Preparing sales presentations and participating in sales meetings

### **SCG CONSTRUCTION PVT. LTD**

Site Engineer May 2014 - Nov 2015.

- Identify environmental risks and develop strategies for handling them on each project.
- Determined project feasibility by estimating the quantities and cost of labor, equipment's, and materials.
- Analyzed project-record, reports, including maps, blueprints & survey.
- Responsible for the mobilization of production planning and material management of work at site. with proper safety and quality measures for the progress of project.
- Ensure projects are executed in a legal, safe and environmentally responsible manner.

- **DECLARATION**

I do hereby declare that the particulars of Information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.