

SURAJ PRATAP SINGH SIKARWAR

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M.I.G. 761, New Housing Board Colony, A.B.
Road, Morena, Madhya Pradesh, 476001

SKILLS

- Good verbal & written communication skills
- Conscientiousness & unflappable under work pressure
- Good presentation & quick learning capabilities
- Self-motivated with the ability to work independently as well as a team member
- Ability to analytically examine, explore & find innovative solutions to various work related problems
- Ability to build healthy mutually beneficial relationship with customers

EDUCATION

- **Samrat Ashok Technological Institute**
Vidisha, Madhya Pradesh
(Aug. 2014 – May 2018)
B.E. (Mechanical)
7.58 CGPA
- **Genius Higher Secondary School**
Morena, Madhya Pradesh
(Apr. 2012 - May 2013)
HSC, 80.00 %
- **Scholars' Public School**
Morena, Madhya Pradesh
(Apr. 2010 - May 2011)
SSC, 10 CGPA

HOBBIES

- Teaching Mathematics and Science
- Watching Hollywood Movies
- Internet Surfing

PROFESSIONAL SUMMARY

Experienced Business Development Associate having served as a primary business contact in the B2C channel of BYJU'S. Excelled in building relationships with clients, identifying new business opportunities and making sales field visits. Have demonstrated strong business acumen, attention to detail, excellent communication & interpersonal skills.

WORK HISTORY

Senior Business Development Associate BYJU'S - The Learning App (THINK & LEARN PVT. LTD.)

Indore, Madhya Pradesh (28th May 2019 - 2nd Jan. 2020)

Business Development Associate BYJU'S - The Learning App (THINK & LEARN PVT. LTD.)

Indore, Madhya Pradesh (4th Oct. 2018 – 27th May 2019)

Sales Operations Associate BYJU'S - The Learning App (THINK & LEARN PVT. LTD.)

Indore, Madhya Pradesh (28th May 2018 – 3rd Oct. 2018)

Sales Intern BYJU'S - The Learning App (THINK & LEARN PVT. LTD.)

Bhopal, Madhya Pradesh (15th Jan. 2018 – 22nd Apr. 2018)

Company Profile - BYJU'S is world's largest Edtech company & the creator of India's largest K12 learning app which offers highly adaptive, engaging & effective learning programs for students in class 1st - 12th & for competitive exams like JEE, NEET, CAT, IAS, GRE, GMAT etc.

ROLES AND RESPONSIBILITIES AT BYJU'S

- Maintained extensive knowledge of all BYJU'S products & services
- Generated more than 1 crore revenue during my role as BDA/Sr. BDA
- Developed Business Pipeline using all existing resources at disposal
- Rapport Building during telephonic conversations with customers
- Closed sales with new and existing clients mainly in one meeting only
- Post-Sale Relationship Management

ADDITIONAL INFORMATION

- Have 4 years of Maths and Science (6th to 10th) teaching experience in my own coaching Institute 'Sunshine Classes' during engineering
- Worked as a member of various social groups during college
- Worked as a member of Students' Placement Cell and Entrepreneurship Cell in college
- Date of birth: 14th Feb. 1996
- Nationality: Indian
- Gender: Male
- Marital Status: Unmarried
- Language known: Hindi and English