



# ANAND JAISWAL

## BUSINESS DEVELOPMENT

### PROFILE

A dynamic Sales & Business Development professional with a demonstrated experience in Ed-Tech, Travel & Hospitality industry. Passionate about working in a challenging role which requires excellent problem solving skills. A leader who can lead the team successfully towards achievement of organization goals.

### CAREER SUMMARY

#### BUSINESS DEVELOPMENT ASSOCIATE

**BYJU'S - THINK & LEARN PVT LTD | 30/06/2020 - 06/01/2021**

- Delivered a revenue of 10L in the first quarter to become the Top Performer in Inside Sales - JEE Campaign
- Achieved 15% sales conversion ratio in the K-12 segment of BNAT Marketing Campaign
- Delivered average revenue per unit sale (ARPU) of 45000

#### Senior Executive

**AEGIS (OYO INTERNATIONAL) | 01/11/2018 - 16/06/2020**

- Handle 90+ customers daily, with duties including signing up new customers, retrieving customer data, presenting relevant product information, and canceling services.
- Responsible for handling Escalations, Shifting, Fulfillment of three countries including United states of America, United Kingdom, Dubai.
- Responsible for attending Supervisor call in Escalation case.
- Received an average 85% customer satisfaction rating to date, 15% higher than company average

#### Data Analyst

**CETPA INFO PVT LTD. | 14/06/2017 - 25/07/2017**

- Precising the bulk amount of data to retrieve the required information by using SQL (Structured query language) coding
- Creating SQL commands for precising the data.

#### Microcontroller

**CETPA INFO PVT LTD. | 16/06/2016 - 13/07/2016**

- Used resistivity method to find out the under ground cable fault detection without modifying the structure.

### EDUCATION HISTORY

#### ASHOKA INSTITUTE OF TECHNOLOGY, AKT UNIVERSITY

B.Tech in EC Engineering, 2018

#### SH PUBLIC SCHOOL, VARANASI

HSC in CBSE, 2013

#### ST. JOHN'S SCHOOL, VARANASI

SSC in CBSE, 2011

### AREAS OF EXPERTISE

- Inside Sales
- Strategic Relationship Management
- B2C Sales
- Database Management
- Project Management
- Communication & Interpersonal Skills
- Analytical Skills

### PROJECTS

- **TROUBLESHOOTING OF CABLE PARTS**  
Seminar Project | Prof. Ath S. Singhal
- **8085 AVR micro controller**  
Mini Project | Prof. Ath S. Singhal
- **DEVELOPMENT OF BIG DATA**  
Minor Project | Prof. Shashikant S. Joshi
- **MATLAB EMBEDDED CIRCUIT**  
Major Project | Prof. Bimal K. Mawandiya

### HOW TO REACH ME

Home: +91-7052815533

Mobile: +91-7985963253

Email: jais.anand2302@gmail.com

Address: A-103, Lajpat Nagar, New Delhi, 110024