



Key skills

- Excel
- Sequel
- counseling
- Sales Executive
- Leadership Skills
- Cold Calling
- Mentoring
- B2C Sales
- B2B Sales
- Inside Sales
- Business Development
- Edtech
- Academic counsellor
- Negotiation
- Time Management
- Team Management
- SQL
- Tableau
- Python
- Power BI



Personal Information

City **Jammu**
Country **INDIA**



Languages

- English
- hindi

Mohd Asif

Co-owner



4 Years 2 Months



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Profile Summary

CO-Founder | Google data analytics certified. | Senior BDA | Inside sales | Business development associates | Pre sales analyst | 900 % target achieved.



Education

MBA/PGDM, 2019

Chandigarh University

B.Tech/B.E., 2017

Punjab Technical University (PTU)

12th, 2013

J & K, English

10th, 2010

J & K, English



Work Experience

Sep 2022 - Present

Co-owner

Malik sanitation works

1. Oversee daily operations and strategic planning for Malik Sanitation Works, ensuring smooth functioning of the business and driving growth in revenue and customer base.
2. Implement cost-effective measures resulting in 15% increase in profit margins for Malik Sanitation Works.
3. use tools like Sql, Python Tableau to perform day to day function manage data and analyse it.

Mar 2022 - Jul 2022

Senior Business Development Executive

upGrad

In my role as a Senior Business Development

Executive, I was responsible for devising and implementing comprehensive sales strategies to acquire new customers and achieve revenue targets. My responsibilities included:

- Conducting thorough market research and analysis to identify potential clients, market trends, and competitive landscape. Utilizing CRM tools and sales analytics to track leads, monitor sales performance, and optimize conversion rates.
- Building and maintaining a robust pipeline of leads through proactive prospecting, networking, and relationship-building efforts.
- My ability to leverage market insights, coupled with strong communication skills and a customer-centric approach

Aug 2020 - Jul 2021

Pre sales

BYJUS

As a Pre-Sales Specialist at Byju's, I played a pivotal role in providing technical expertise, conducting thorough needs assessments, and delivering customized educational solutions to prospective clients.

Key Responsibilities:

1. As a Pre-Sales Specialist, your primary responsibility is to engage with potential clients, understand their educational needs, and provide expert guidance on Byju's products and services. Mine duties include:

- Conducting detailed needs assessments and consultations with prospective clients to identify their educational challenges, goals, and requirements.
- Used CRM , tools like SQL, Excel to organise, analyse data making dashborads.

Nov 2019 - Jun 2020

Business Development Associate

BYJUS

In my role as a Business Development Executive, I was responsible for devising and implementing comprehensive sales strategies to acquire new customers and achieve revenue targets. My responsibilities included:

- Conducting thorough market research and analysis to identify potential clients, market

trends, and competitive landscape.

- Collaborating closely with the marketing team to create compelling campaigns, promotional materials, and lead generation strategies.
- Utilizing CRM tools and sales analytics to track leads, monitor sales performance.
- Building and maintaining a robust pipeline

Jan 2017 - Jun 2019

Floor Supervisor

Pal sales and services - Ashok leyland

1. Oversee daily operations and strategic planning for pal sales, ensuring smooth functioning of the business and driving growth in revenue and customer base.
2. Implement cost-effective measures resulting in 15% increase in profit margins for company
3. Spearhead marketing initiatives to expand market presence, resulting in a 20% increase in client acquisitions for company



Projects

05 Weeks

Google data analytics capstone project

- Analyzed and interpreted complex data sets to derive actionable insights, resulting in a 15% improvement in data-driven decision making processes.
- Collaborated effectively with cross-functional teams to develop and present project findings, leading to an 20% increase in stakeholder satisfaction with project outcome

2 Weeks

IBM DATA ANALYTICS CAPSTONE PROJECT

- Analyzed and interpreted complex data sets to derive actionable insights, resulting in a 25% improvement in data-driven decision making processes.
- Collaborated effectively with cross-functional teams to develop and present project findings, leading to an 20% increase in stakeholder satisfaction with project outcomes.

6 Months

S.b impex

Export and import selling documentation.



Certification

- Foundations: Data, Data, Everywhere

- Google data analytics: complete the case study
- Ask question??s to make data driven desicions