

# Mohd Danish Ali

Lucknow, UP 226006

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## PROFESSIONAL SUMMARY

Skilled Business Development Associate offering 3+ years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

## WORK HISTORY

### Unacademy - Senior Business Development Executive

*LUCKNOW, India*

*06/2021 - Current*

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Developed and executed strategic initiatives to implement key changes and improvements in business development and sales programs.
- Led cross-functional teams to create impactful messaging, demand-generation programs and sales tools.
- Managed over 120+ customer calls per day.

### BYJU'S - Business Development Associate

*Lucknow, INDIA*

*10/2020 - 06/2021*

- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Used Leadsquared and Ameyo to handle current portfolio and prospective leads.
- Developed business pipeline using cold and warm techniques.
- Achieved many achievements like sales pitch award and best associate award.

## SKILLS

- Leadership communications
- Computational skills
- Information Gathering
- Business administration
- Business-to-customer expertise
- Lead Generation
- Good listening skills
- Product knowledge
- Customer Service

## EDUCATION

*03/2019*

**R.R. INSTITUTE OF MODERN TECHNOLOGY**

LUCKNOW

**Bachelor of Technology: Civil Engineering**

*05/2013*

**Shri Cheddalal Inter College**

Saurikh

**Intermediate**

*05/2011*

**St.Mary's Inter College**

Etawah

**High School**

## RPD Associates - Project Coordinator

Lucknow, Uttar Pradesh

03/2018 - 09/2020

- Coordinated presentations for customers and project members detailing project scope, progress and results, keeping all entities well-informed of milestones and goals.
  - Kept projects on schedule by managing deadlines and adjusting workflows as needed.
  - Oversaw onboarding and mentorship, planned and executed meetings and developed project documentation.
  - Tracked all hours and expenses to keep project on task and within budgetary parameters.
  - Formulated complete project plans and coordinated engineering, design and shop drawing efforts.,
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## ACCOMPLISHMENTS

- Managed construction of 22000 square foot.
  - Led over 10 projects that were all completed within budget and on schedule.
  - Awarded "Employee of the Month" in 2021.
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## HOBBIES

### Traveling

Traveling can be great to add to any role where you may have to travel a lot, of course. Also, it can show off your inclusiveness, well-roundedness, and cultural awareness —perfect for modern work environments.

### Volunteering

Having an interest in helping others and giving back to your community is a commendable look. Since volunteering mixes your interests with actual work experience.

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## LANGUAGES

Hindi

Native language

English

 Upper intermediate

B2