

Mohd Danish Ali

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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.

LANGUAGES

Hindi

Native language

English

Upper intermediate

B2

