

PRADHYUMAN SHARMA

SENIOR ASSOCIATE - BUSINESS DEVELOPMENT EXECUTIVE

A seasoned professional in Business development & Marketing over two years of corporate work experience. A Postgraduate in Business Administration majoring in Management. My personal interest is touching sectors I see the potential for the community. Along with Customer acquisition, Operations and Client service are my areas of expertise

EXPERIENCE

SENIOR ASSOCIATE - BUSINESS DEVELOPMENT EXECUTIVE

360tf Fintech India Pvt. Ltd. (Rajasthan, India)

February 2023 - February 2024

- Identify and develop new business opportunities in the Indian & UAE markets through strategic research, networking, and outbound sales activities.
- Utilize LinkedIn and other professional networking platforms to connect with potential clients and Build relationships.
- Responsible to generate Sales through Cold calling and In Person client meetings. Actively participated in events to build network in the region.
- Project LinkedIn : Lead the company LinkedIn page . Achieved the LinkedIn champion of the year for increasing 36000 LinkedIn followers.
- Extract Banking information and data compilation into an excel spreadsheet.

DIGITAL SALES OFFICER

360tf DMCC (Dubai, UAE)

September 2022 - November 2022

- Attended events in Dubai to onboard Importers and Exporters to 360tf platform.
- Assist the Team in enhancing the Social media connections on LinkedIn.
- Participated in CSR activities like Book Drive for Kenya and Diwali sweets to Zomato bikers.



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SKILLS

- Ability to Build Relationship and Networking.
- Online Business Research.
- Attention to Detail.
- Team Player and Hardworking

EDUCATION

MASTER IN BUSINESS ADMINISTRATION

Poornima University

2020-2022

BACHELOR OF COMMERCE

Shekhawati Group of Institutions

2016-2019

LANGUAGE

English

Hindi

HOBBIES AND INTEREST

·Listening to Music

·Social Service

·Animal welfare

·Organic Farming

ASSOCIATE - BUSINESS DEVELOPMENT EXECUTIVE

Nimai TF Fintech Pvt. Ltd. (Rajasthan, India)

March 2022 - February 2023

- As an associate in sales conducted client cold calling, conducting demo and onboarding.
- Assisted HR & Admin team to procure branding collaterals and creating other MIS.
- Guide & Train teams (Young leaders, Full time members) on ways to enhance LinkedIn followers and Helping to Generate Leads from LinkedIn.
- Drafted 360tf LinkedIn manual along with HR Team.

INTERNSHIP

Nimai TF Fintech Pvt. Ltd.

October2021 - February 2022

- Assisted Operations vertical in Preparing PPTs and Research on Banks globally.
- Preparation of MIS - Daily , weekly and monthly MIS for Strategic Alliance and Sales teams.
- Logistics support coordinator for company annual event 2021.
- Walk in Interview Drive - Was involved in the walk-in interview drive , Longlisting of CVs, coordinate interviews with HR and line managers.

INTERNSHIP

BHAGWAN MAHAVIR MEDICA SUPERSPECIALTY HOSPITAL, RANCHI

May 2021- June 2021

- Answer Phone call in a polite and Cordial manner.
- Registers new patients.
- Informs walk in patients regarding waiting time.
- Organize camps for awareness about hospital technology and expertise Doctors.