

Gunita Anand

SENIOR BUSINESS DEVELOPMENT EXECUTIVE

Productive employee with proven track record of successful projects management and producing quality outcomes through leadership and team motivation. Work with clients to determine requirements and provide excellent services. Qualified with extensive background in advance management process. Superior communication skills to build meaningful, trusting relationships that exceed clients demands. Highly skilled project manager with outstanding team leadership qualities to meet target consistently.

CONTACT



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Haryana - 110034

MY SKILLS

Business development

Business development expertise

Business development Knowledge

Sales Business plan development

LANGUAGE

English

Hindi

WORK EXPERIENCE

Sr. Business development associate (NEET UG, IIT) 2022 – Now

Unacademy sorting hat technologies

- Counselling learners for NEET UG and IIT JEE aspirants Interested in mentoring and guiding students.
- Having a knack for sales and guiding students.
- Good interpersonal and presentation skills.
- Created plans and communicated deadlines to complete projects on time.
- Developed excellent working knowledge of industry trends and improvements in processes.
- Counselling over video sessions with parents and learner.

Sales Executive, Jan 2021 - April 2021

Policy Bazaar

- Sales executive for Life Term Insurance.
- Maintained detailed record of sales activities and compared trends to identify undeserved areas and opportunities for improvements.
- Customised service offering to accommodate consumer needs.
- Build new Business partnerships to drive customer acquisition and generate revenue.

Sales Executive, July 2018 - December 2020

Spicejet Pvt. Ltd.

- Reservation and sales executive, Handling reservation for economy class and make them convert to business class bookings.
- Achieved sales goals and service targets by cultivating and securing customer relationships.
- Knowledge for software as skyspeed Navitaire, sales force, MS word etc.

EDUCATION

Certificate of Higher Education Accounting Bhartiya Vidhya Bhavan, New Delhi

GPA :- 7 class 10th and 11th completed with CBSE BOARD

Diploma in Aviation Industry and Customer service Frankfinn Institute, New Delhi

Completed Diploma in Aviation Industry and Customer service Management skilled with Galileo and Fadelio software

Bachelor of Arts

Kurkshetra University, Haryana

GPA :- 7.5