

SHIRASTI JAIN

ADDRESS:

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OBJECTIVE

I am seeking a position to utilize my interpersonal skills and marketing abilities in the management field that offers professional growth while being innovative and flexible.

WORK EXPERIENCE

Juppiter AI Labs**Business Development Executive**

Responsibilities:

May 2021-present

- Implement positive approach into initial contact activities such as email, telephone prospecting and meeting clients to establish their needs. Accurately present proposals to close new accounts for qualifying prospects.
- Lead daily meetings with the executive leadership team regarding the development of a sales plan to ensure company goals and profitability. Focus areas including generating new leads, analyzing pipeline of prospects, and development research.
- Researching organizations to find new customers and identify who makes the decisions.
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs)
- Oversee the sales process to attract new clients.
- Finding out what an organization needs and working with a team to plan proposals and pricing.
- Maintain fruitful relationships with clients and address their needs effectively.

Sep 2019 - April 2021

Prompt Softech Pvt. Ltd.**Business Development Executive**

Responsibilities:

Attracting new clients by innovating and overseeing the sales process for the business

- Working with senior team members to identify and manage company risks that might prevent growth
- Identifying and researching opportunities that come up in new and existing markets
- Preparing and delivering pitches and presentations to potential new clients
- Combining efforts and fostering a collaborative environment within the business as a whole
- Communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with current and potential client

June 2019-Sept 2019

Escrow-web-solution**Business Development Executive**

Responsibilities

- Prospecting potential customers: by phone, by email,
- Selling products or services to those clients.
- Managing sales process.
- Identifying new development channels.

- Follow-up of sales.
- Promoting the company and its product/service.

EDUCATION

M.B.A (Marketing, HR) Teerthanker Mahaveer University, Moradabad **2019**

B. Com (Hons.), M.K.H.S Gujrati Girls College, Indore **2016**

MANAGEMENT & SOFT SKILLS

COMMUNICATION 

LEAD GENERATION 
GENERATION

CUSTOMER RELETIONSHIP MANAGEMENT 

COLD CALLING 

BUSINESS EMAILING 

SOLUTION SELLING 

ACHIEVEMENTS

- Art and Craft (Card Making, Rangoli, Painting)
- Hobbies and Interests: Badminton, Caroms, Swimming, reading books, dancing, acting
- An active member of NSS-Prevention of Spitting in Public

DECLARATION

I hereby declare that the above information is correct as per my belief and knowledge.

SHIRASTI JAIN