**ANJITHA M**

# Business Development Executive

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# Summary

Looking for a Challenging opportunity in an industry where I can utilize and enhance my educational qualification, experience, and skills and to learn and become the lead role in the organization up to the fullest satisfaction of the management and ﬁrm.

# Skills

* IT Sales
* Social media marketing
* Research & strategy
* Problem solving
* Teamwork
* Leadership
* Client handling.

Experience

**Focaloid Technologies Private Limited** Kochi

Jr.Business development executive 10/2021 – Till date

Focaloid is a technology consulting company delivering cutting edge digital solutions to business worldwide. Their focus is on delivering secure scalable software solutions.

* Attending networking activities to researched and arranged meeting with new prospect companies and maintained a detailed weekly call log/ sales report for all customer communication
* Booked an additional new clients and revamped
* Participated daily production meeting to discuss any potential issue that might disrupt any on time delivery dates
* Suggesting upgrades or added products and services that may be of interest to clients
* Negotiating with clients to secure the most attractive prices

**Brandxt solution** Kochi

Jr.Business development Executive

Brandxt is a digital marketing agency devising creative brand strategy with delivering measurable result in real-time

* Contracted and marketed to international level clients
* The monthly report will be prepared and the total output of the team will be given
* Collected more than 30 positive clients & managed weekly and daily follow ups

06/2021 - 09/2021

**Brandxt solutions** Kochi

Business Development Intern

02/2021 - 05/2021

Education

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| --- | --- |
| Kannur University  **MBA with specialization (Marketing & Finance)** | 2018 - 2020 |
| Kannur University  **B.com with computer application ( Tally)** | 2014 - 2017 |
| State Board, Kerala  **HSE Commerce** | 2013 - 2014 |
| State Board, Kerala  **SSLC** | 2012 |

Courses & Certificates

HR INTERN (MBA): A study on employee perception towards performance appraisal system at Hindustan latex limited, Trivandrum

An organizational study at Travancore titanium products limited, Trivandrum (MBA)

Personal Details

**Name: Anjitha M**

**Data of Birth: 26/04/1996**

**Hobbies: Reading & Cooking**

**Passport Number: P4927624**

**Expiry Date: 28/11/2026**