

Rajesh Kumar Srivastava



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To achieve a responsible position in an organization where my skills can be utilized to the fullest and find feasible environment for growth. To add maximum value to the organization I am associated with, thereby charting a growth path for both the organization and myself.

Key Skill

- An impressive communicator with honed interpersonal, team building, negotiation, presentation and analytical skills.

ACADEMIC CREDENTIALS

<u>EDUCATION</u>	<u>Board /University</u>	<u>Year</u>
MCA	Dr. A. P. J. Abdul Kalam University	2016
BCA	Mahatma Gandhi Kashi Vidyapith, Varanasi,	2014
10+2	CBSE Board	2011
10 th	UP Board	2009

Experience

- **6 Months internship experience** as a Software Developer on Asp.net in **IQRA Software Technologies Pvt Ltd, Lucknow.**
- **Working as Business Development Executive in Phoenix Media Pvt. Ltd. in Kaushambi, Ghaziabad (From 18 Jul 2018 to 31 Aug 2019).**
- **Working as Business Development Executive in PrimaFelicitas Ltd. in Sector-63, Noida (From 23 Sep 2019 to 3 Feb 2021).**

Current Organization: (Since Feb-2021 to Present)

Company- **Rax Software**

Location- **Noida**

Designation- **Business Development Executive**

Key Result Areas

- Building business relationships with current and potential clients.
- Understanding client needs and offering solutions and support answering potential client questions and follow-up call questions.
- Bidding and New business generation on Freelancer, Upwork and via E-mailing etc.

- Make cold calls and e-mails for new business leads
- Creating and maintaining a list/database of prospect clients maintaining database (ExcelSheet) of prospective client information.
- Documentation (experience in proposal writing)
- Meet the assigned monthly targets.
- Managed all communication with clients to convert all bids.

Hobbies

- Playing Cricket.
- Net Surfing & Cooking.

PERSONAL DOSSIER

Father	:	Mr. SHRI PRAKASH SRIVASTAVA
Mother	:	Mrs. BINA SRIVASTAVA
DOB	:	15th Feb 1994
Marital Status	:	Single
Nationality	:	Indian
Sex	:	Male
Language known	:	English & Hindi
Permanent Address	:	MM 157, Sector D-1 LDA Colony Kanpur Road, Lucknow.

DECLARATION

I **RAJESH KUMAR SRIVASTAVA** hereby declare that information furnished above is true to the best of my knowledge.

RAJESH KUMAR SRIVASTAVA