

# Jasleen Kaur

## Senior Associate - Business Development

Strategic-minded, goal-driven in the field of sales. Equipped with Good communication skills, real-time objection handling and negotiation skills, making me a fast learner and a smart problem solver.



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## WORK EXPERIENCE

### Senior Associate - Business Development Razorpay

02/2022 - Present

Bangalore

#### Tasks

- Execute end to end sales for the SME Mid-Market segment.
- Generate high month-on-month volumes and Key accounts management - onboarding/integration/technical/support Queries
- Ensure maximum conversion rates on various inbound lead channels/campaigns

### Inside Sales Specialist Zoconut

07/2021 - 02/2022

Noida

#### Tasks

- Calling prospects, conducting demos of the product online
- Track potential customers and take regular follow ups
- Generate revenue for the company by achieving sales target

### Business Development Executive Unacademy

01/2021 - 06/2021

#### Tasks

- Generate revenue by counselling prospects and converting them into sales
- Taking prospect from the initial contact phase to the qualified phase over the phone
- Presentation of product solutions virtually.

## EDUCATION

### BE - ECE Chandigarh university

05/2015 - 05/2019

7.87

#### Courses

- Electronics and Communications engineering

### Intermediate Stella Maris School

05/2000 - 05/2014

82%

#### Courses

- High school and Intermediate school

## SKILLS

Salesforce

Hubspot

Leadsquared

CRM

SaaS

Relationship building and rapport

IT Sales

Cold calls/Emails

## ACHIEVEMENTS

Best Performance - June - September 2022 (Razorpay)

Awarded by Institute of Sikh Studies for Distinguished academic performance in Boards Consistent

Good performance in International and National Olympiads

## CERTIFICATES

Summer Training (BSNL) (01/2017 - 06/2017)

Public Speaking (02/2018 - Present)

Best Performance for the Month June-September (Razorpay)

## LANGUAGES

English

Full Professional Proficiency

Hindi

Native or Bilingual Proficiency

Punjabi

Native or Bilingual Proficiency

French

Limited Working Proficiency

## INTERESTS

Watching Horror-Thriller Movies

Trekking

Listening to Soft Soulful and Qawwali Music Reading

Poetry - Urdu , English , Punjabi