

RAJESH MALVIYA

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To pursue a challenging career as a Marketing and Sales with high-performance oriented role in the field of Marketing and gain experience to handle complex projects with efficiency and quality.

EXPERIENCE

MAY 2021 - PRESENT

BUSINES DEVELOPMENT EXECUTIVE, TALKD

- Identifying the ideal target audience through sales navigator into an over expanding universe of B2B channels.
- Generating leads, fixing the first level of appointment through e-mail campaigns, writing email pitches.
- Email- campaigns done for USA, Singapore, Australia, UAE and India
- Make detailed report of conversation done between the managers and client and find out the exact requirement of client.
- Responsible for taking out the requirements of clients such as brochures, corporate videos, product videos, storytelling sales presentations, website design and assigning the work to the dedicated team.

OCT 2019 – MAY 2021

DATA RESEARCHER, TSL CONSULTING PVT LTD

- List building and create a customized and comprehensive list of contacts based on criteria such as their geographical location, industry vertical, company size, persona and title.
- Profiling and Mapping comprehensive list of details about target audience including basic information about the company.
- Database Cleansing and Scrubbing with a systematic methodology to cleanse and update the data and make it current.

APRIL 2020 – OCT 2020

BUSINESS DEVELOPMENT SPECIALIST – LEAD GENERATION

- Pre sales, Inside sales and Lead Generation.
- Worked on multiple campaigns like DELL India Hardware Solutions, HP Hardware Solutions and SAP Software Solutions.
- Achieving sales targets in given timeframe for each Business Partner through Cold Calling.
- Research and Database Generation.

EDUCATION

2014-2017

PVPIT BAVDHAN, PUNE UNIVERSITY

BE Electronics and Telecommunication – 61.33%

2011-2014

MIT SSPP, MSBTE

BE Electronics and Telecommunication – 68%

ACHIEVEMENTS

Published a research paper on my final year project named “Predicting Bus Arrival Time with Mobile Phone” in “International Journal of Innovative Research in Computer and Communication Engineering (IJIRCCE)” in Volume 5 Issue 3 March 2017 dated 27 March 2017.

ACADEMIC PROJECT

B.E. Final Year: Predicting bus arrival time with mobile phone – June 2016 – May 2017.

We designed a system for predicting the Bus arrival time and location by using GSM and GPS system. In this GPS will be located in the bus which will continuously track the Bus and Mobile phone (GSM) will be a source for getting the information of location and number of seats occupied by the passengers.

Diploma Final Year: Multi-parameter Robot with various controls – July 2013 – March 2014

The working model of project shows the construction of Data Logging Robot. The special feature of this system is that it is based on various backup controlling technologies used by robots like voice control, gesture control and mobile operated control. Two controllers are used one equipped on the robot unit and another on remote unit.

ACTIVITIES

1. Event poster and sponsorship Co-Ordinator of ‘ACCLIVITY’ event at inter college.
2. Member of NGO ‘NIRMITEE’.
3. Conducted various social awareness programs under ‘NIRMITEE’

KEY SKILLS

- Google Ads (done campaign for lips India), WordPress, Social media post creation.
- Email Marketing - Email Marketing Automation, Email Attribution, Deliverability of Emails.
- SEO - Keyword research, On-Page Optimization, Off-Page Optimization.
- Market Research Analyst.
- Microsoft Excel, Word, PowerPoint.
- C, C++

PERSONAL DETAILS

Date of Birth	14/05/1995
Nationality	Indian
Gender	Male
Marital Status	Unmarried
Languages Known	English, Hindi, Marathi, Marwadi.