

KAPIL KUMAR

Male, 22 years | English, Hindi
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BDE@Mastree | Ex-Convener | Ex-President | NIT Kurukshetra

Executive Summary

7 Months experienced as **Business Development Associate** in **Analyzing Data & Educational Business Economics**. **2 months** experienced as **Relationship Data Manager** in developing new business strategies. Open to explore opportunities in **Analytics and Business Development**. Proficient in **MySQL, Python, R**. Possess B.Tech in (Civil Engineering), NIT Kurukshetra.

Professional Experience

Mastree	Business Development Executive	Sep'20-Present
Responsibilities	<ul style="list-style-type: none">➤ Identify and develop strategic relationships with potential customers.➤ Assist in the development of a strong pipeline of new customers through inbound & outbound customer calls.➤ Ongoing monitoring and analysis of pipeline to review performance and optimize accordingly to make sure objectives are met.➤ Maintain, build and update calling/mailing databases.	
BYJU'S	Business Development Associate	Nov'19 –Feb'20
Responsibilities	<ul style="list-style-type: none">➤ Manage sales cycle from prospect to closing independently, discuss progress with management and develop solutions to improve closing ratio.➤ Manage day-to-day operational duties (manage and track sales lead flow, manage and maintain CRM database, report weekly activities and accomplishments, etc.)➤ Assist in developing and maintaining relationships with the customers.➤ Exposure to the best of inside-sales and direct-sales.➤ Contacting potential customers to set up meetings, counsel the students on learning pedagogies and the BYJU's personalized learning journey.	
Loconav	Relationship Manager	Jun'19 – Aug'19
Responsibilities	<ul style="list-style-type: none">➤ Provide assistance on business development opportunities with new and/or existing clients.➤ Worked as an intermediary between the clients & company.➤ conducted market research, developed business strategies, build relationships, and identify new business opportunities.	

Tools Proficiency

MySQL		4/5
Python		3/5
R		3/5

Educational Qualifications

B.Tech Civil Engineering	2019	NIT, Kurukshetra	7.23/10
Class XII CBSE Board	2015	KCM School, Moradabad	93.2%
Class X CBSE Board	2013	KCM School, Moradabad	9.6/10

Internships/Projects

Analyze International Debt Statistics In SQL

Project Details and Responsibilities	<ul style="list-style-type: none">-> Analyzed international debt data collected by The World Bank for several countries across the globe as recorded from 1970 to 2015.-> Worked on Select statements along with subqueries, joins and group by clauses to find out various statistics about the debts.
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Visualizing COVID-19 Cases In R		
Project Details and Responsibilities	->Analyzed the COVID-19 Cases increases globally to know the changes in no. of cases With time throughout the world. ->Plot various graphs and compared cases with no. of cases with china ->Extract the large amount of data from csv file to perform various command. ->Visualize the Covid-19 cases globally with ggplot2	
NIT Kurukshetra	Semester Project	Aug'18 – May'19
Project Details and Responsibilities	<ul style="list-style-type: none"> . Light Weight Concrete Analysis of Water Treatment Plant. 	
LMRC	Construction of Lucknow Metro	June'18 – Jul'18
Project Details and Responsibilities	<ul style="list-style-type: none"> Project involved the planning & execution of various construction activities. Successfully submitted the project report with analytical observations. 	

Positions of Responsibility		
President, Techspardha’ 18 Prime	<ul style="list-style-type: none"> Organized Techspardha’18 Prime Annual Inter-College Technical Festival with 1000+ participants & a 8000+ footfall, including mega events like Brahmos Exhibition, Road Show by IAF, etc. 	2018-19
Member, Anamika Society	<ul style="list-style-type: none"> Organized Utkarsh annual Inter-College Cultural Festival with 500+ participants & 5000+ footfall including many cultural events like singing, dancing, acting, etc 	2015-19
Co-Curricular Achievements		
Achievements & Certifications	<ul style="list-style-type: none"> Certificate of Merit for Outstanding Performance in 7th SOF- International Mathematics Olympiad. School Topper in 12th Standard. Secured 2nd position in Mixcrete and Cad Pro in Altius Secured first position in Mixcrete and Build-Em-All in Techspardha’18 	

Extra-Curricular Achievements	
Social Initiatives	<ul style="list-style-type: none"> Conducted Social initiative Udaan.
Sports/Cultural	<ul style="list-style-type: none"> Participated among 10+ sports and cultural events & activities held at Sports Festival

Interests	
Travelling Cricket Internet Surfing	
Other Details	
Present Address	4B/265,Avas Vikas, Moradabad, UP,244001
Permanent Address	4B/265,Avas Vikas, Moradabad, UP,244001