

# Aiswarya Nanda

## BUSINESS DEVELOPMENT EXECUTIVE

Professional Business development executive and digital marketing executive with one year five months of experience.



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## WORK EXPERIENCE

### Business development Executive FUTURIOS TECHNOLOGIES

11/2019 - Present

Bhubaneswar, Odisha

#### Achievements/Tasks

- Daily Cold calling ( Daily cold calling, follow-ups & converting).
- Inbound & outside sales.
- Daily Lead Generation ( Using LinkedIn Sales Navigator, E-mails, Follow-ups, converting).
- Followed Competitor analysis.
- Sales Pitching.
- Recording the CRM and following sales funnel.

## EDUCATION

### MBA BIRLA GLOBAL UNIVERSITY

06/2017 - 04/2019

Bhubaneswar, Odisha

### B.B.A MOTHER'S BUSINESS SCHOOL

08/2014 - 03/2017

## SKILLS

Teamwork

Flexible

self-motivation

Time Management

Multi-tasker

Problem solving

## ACHIEVEMENTS

Certificate of participation "HOW TO GET 1000 LEADS WITHIN A MONTH THROUGH LINKDELIN" (05/2021)

Volunteered for ODISHA Hockey world cup for men , 2019 (2019)

1st prize in Business quiz competition

## CERTIFICATES

ADVANCED LEAD GENERATION (08/2020 - 08/2020)

Linkdin Certification on Advanced Lead Generation

THE FUNDAMENTALS OF DIGITAL MARKETING  
(06/2020 - 06/2020)

Google Digital Garage certification in Digital Marketing

ADVANCED SEARCH ENGINE OPTIMIZATION(SEO)  
CERTIFICATION TRAINING (08/2019 - 03/2020)

Advanced Search Engine Optimization certification Training

## LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Odia

Native or Bilingual Proficiency

## INTERESTS

Net surfing

Painting