

# SHIRASTI JAIN

**ADDRESS:**

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## OBJECTIVE

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I am seeking a position to utilize my interpersonal skills and marketing abilities in the management field that offers professional growth while being innovative and flexible.

## WORK EXPERIENCE

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**Juppiter AI Labs**  
**Business Development Executive**  
Responsibilities:

**May 2021-present**

- Implement positive approach into initial contact activities such as email, telephone prospecting and meeting clients to establish their needs. Accurately present proposals to close new accounts for qualifying prospects.
- Lead daily meetings with the executive leadership team regarding the development of a sales plan to ensure company goals and profitability. Focus areas including generating new leads, analyzing pipeline of prospects, and development research.
- Researching organizations to find new customers and identify who makes the decisions.
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs)
- Oversee the sales process to attract new clients.
- Finding out what an organization needs and working with a team to plan proposals and pricing.
- Maintain fruitful relationships with clients and address their needs effectively.

**Sep 2019 - April 2021**

**Prompt Softech Pvt. Ltd.**  
**Business Development Executive**  
Responsibilities:

Attracting new clients by innovating and overseeing the sales process for the business

- Working with senior team members to identify and manage company risks that might prevent growth
- Identifying and researching opportunities that come up in new and existing markets
- Preparing and delivering pitches and presentations to potential new clients
- Combining efforts and fostering a collaborative environment within the business as a whole
- Communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with current and potential client

**June 2019-Sept 2019**

**Escrow-web-solution**  
**Business Development Executive**  
Responsibilities

- Prospecting potential customers: by phone, by email,
- Selling products or services to those clients.
- Managing sales process.
- Identifying new development channels.

- Follow-up of sales.
- Promoting the company and its product/service.

## **EDUCATION**

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M.B.A (Marketing, HR) Teerthanker Mahaveer University, Moradabad **2019**


B. Com (Hons.), M.K.H.S Gujarati Girls College, Indore **2016**

## **MANAGEMENT & SOFT SKILLS**


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COMMUNICATION 

LEAD  
GENERATION 

CUSTOMER  
RELETIONSHIP  
MANAGEMENT 

COLD  
CALLING 

BUSINESS  
EMAILING 

SOLUTION  
SELLING 

## ACHIEVEMENTS

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- Art and Craft (Card Making, Rangoli, Painting)
- Hobbies and Interests: Badminton, Caroms, Swimming, reading books, dancing, acting
- An active member of NSS-Prevention of Spitting in Public

## DECLARATION

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I hereby declare that the above information is correct as per my belief and knowledge.

**SHIRASTI JAIN**