

# Anjali Joshi

## SKILLS

BDE  
Upwork · Freelancer · Truelancer ·  
Proposal Writing · LinkedIn ·  
Lead Generation · Email Marketing ·  
Sales Navigator

## LANGUAGES

English	Proficient
Hindi	Native

## CERTIFICATION

IBM Career Education Of  
Software Testing  
certification  
MindScripts Technologies, Pune,  
2013

Embedded System  
Scientech Technologies Pvt. Ltd. 2012

Programming in C++  
Certification  
HCL Infosystems Ltd. 2011

Programming in C++  
Certification  
HCL Infosystems Ltd. 2010

## STRENGTHS

- ★ Growth Mindset
- ★ Result-Oriented
- ★ Time management

## Business Development Executive

+91-9118857582 @joshianjali284403@gmail.com  
linkedin.com/in/anjali-mishra-125762247 Indore, MP

## SUMMARY

As a Business Development Executive with a two-year track record of exceeding sales targets, expanding market presence, and building strategic client relationships. Proficient in market research, strategic planning, and effective communication. Committed to driving sustainable business growth through innovative solutions and client-focused strategies.

## EDUCATION

Bachelors in Engineering (BE)	2009 - 2013
Gyan Ganga Institute of Technology & Management (GGITM)	Bhopal, MP
CGPA   7.6 / 10.0	
XIIth -82.4%	2009
Government Higher Secondary School	Ghaura, MP
Xth - 84.2%	2007
Government Girls High School	Ghaura, MP

## EXPERIENCE

Business Development Associate	04/2023 - 08/2023
Roopayur	Indore, MP
<ul style="list-style-type: none"><li>Analyze market trends, customer needs, and competitive landscapes.</li><li>Qualify leads based on their potential for business engagement.</li><li>Understand client needs and tailor solutions to meet their requirements.</li><li>Identify and explore new business opportunities and markets for growth.</li><li>Collaborate with marketing, product development, and other teams to align strategies.</li></ul>	
Business Development Executive	07/2021 - 01/2023
Money Yatra Associates LLP	Indore, MP
<ul style="list-style-type: none"><li>Analyze sales data to evaluate performance and make data-driven decisions.</li><li>Set and achieve sales targets and key performance indicators (KPIs).</li><li>Monitor progress towards revenue and growth objectives.</li><li>Contribute to the development of long-term business plans.</li></ul>	
Business Development Executive	06/2015 - 05/2021
Symbidez Technologies Pvt. Ltd	Remote
<ul style="list-style-type: none"><li>Manage upwork and freelancer accounts.</li><li>Collaborate with marketing, product development, and other teams to align strategies.</li><li>Conducted in-depth market research, enabling the company to enter new markets and expand its product/service offerings.</li><li>Analyze market data and competitor activities to develop strategies for market penetration and differentiation.</li></ul>	