

**Mehakdeep Kaur**  
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## **PROFESSIONAL SUMMARY**

Business Development Analyst with a demonstrated history of working in the information technology and services industry. Experienced for researching and pursuing leads for the growth of the business.

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## **WORK EXPERIENCE**

### **Business Development Executive at RV Technologies (Jan 2019- July 2020)**

- Worked as a BDE with identification of prospects clients, attending client meetings ,calls, lead generation, B2B & B2C marketing and social media marketing.
  - Finding and developing new markets to improve sales and Ability to generate new business proposals and presentations. Believe in active coordination across teams and having effective interpersonal skills.
  - Promoted the company's products/services addressing or predicting clients' objectives.
  - Keeping prospective client databases updated and support in writing new business proposals.
  - Worked in generating leads from bidding platforms such as Upwork, Fiverr, Guru, PPH, Angellist etc.
  - Worked on generating new business through LinkedIn, Facebook & other Social Media Portals.
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## **ACADEMIC QUALIFICATIONS**

Year	Degree	Institute, City	Percentage
2019	B.E (C.S.E)	Chandigarh University, Mohali	6.61(sgpa)
2015	XII	Kendriya Vidyalaya no 2, Goa	75%
2013	X	Kendriya Vidyalaya no 2, Goa	9.8

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## **PROJECTS AND TRAINING**

- Internship as Business Development Trainee at RV Technologies
  - 6 Weeks Industrial Training at Chandigarh University
  - 6 Weeks Industrial Training at CS Infotech, Chandigarh (June 2017)
    - Project Name: Rate My Skills Website  
Duration: One and half month  
Organisation: CS Infotech, Chandigarh  
Language: Asp.Net
    - Project Name: About me  
Duration: One month  
Organisation: Chandigarh University  
Language: Asp.net
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## **SKILLS**

- Always keen to accept challenges
  - Critical thinker and an innovative problem solver.
  - Excellent Teamwork and Coordination skills
  - Adaptable to changing work conditions and environments
  - Great Verbal and Written Communication
  - Proficient in Internet and Microsoft Office Suite, e.g., Office, PowerPoint, Excel and Outlook.
  - Basic understanding and knowledge of salesforce
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## **CORE COMPETENCIES**

- Market and business analysis
  - Lead Generation
  - Contract Negotiations
  - Documentation
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## **REFERENCES**

Available upon request