

# ARCHIE GOLIA

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**PROFESSIONAL SUMMARY:** Enthusiastic about taking on challenging objectives and exceeding expectations. Ambitious professional who thrives in fast-paced, high-demand environments. Proven track record of working with customers to achieve solutions that meet their needs and drive company growth.

## SKILLS:

Well versed in MS Office (MS Word, Excel and PowerPoint).	Programming abilities in 'C' and 'C++' Languages.
Digital Marketing.	Business-to-Customer expertise
Client relations	Sales pipeline management
Marketing strategy	Active listening, Team and Time management

## WORK HISTORY:

**Intern:** *Fino Paytech Ltd. , Navi Mumbai* (June'16 to July'16)

- Supported Chief Operating Officer with daily operational functional.
- Responsible for creative design for prominent GUI Development in unified application on Visiontek POS Device.

**Intern:** *Reliance Jio, Navi Mumbai* (June'17 to July'17)

- Performed BTAS Testing Automation using EXFO Tool

**Student Ambassador Volunteer:** *Nearbuy India Pvt Ltd., Gurgaon* (September 2016 to October 2016)

- Performed initial client assessment and analysis to begin research process.

- Assisted various business groups with document organization and dissemination during acquisitions.
- Strategized with the team to increase awareness

**Business Development Associate: *BYJU'S, Bangalore*** (Dec'17 to June'19)

- Internship: Dec'17 to May'18. Permanent since June'18.
- Networked among local business and community organizations to develop leads and generate business.
- Managed the needs of more than 25 customers at a time.
- Achieved 2,65,000/- in monthly revenue.
- Maintained extensive knowledge of company products and services to provide top-notch expertise to customers.
- Researched clients' business issues and goals to offer appropriate solutions.
- Strategized with team members to facilitate sales.
- Thoroughly aware about Ameyo, Leadsquared and Orderhive.

**Marketing Analyst: *BYJU'S, Bangalore*** (July'19 to current)

- Managed professional relationships with 200 clients in a day
- Coordinated with marketing staff to manage relationships with partners, clients, affiliates and media contacts
- Have a hand on MS Excel, compilation of all the data received.

## EDUCATION

**Bachelor of Technology – *Information Technology***

*Manipal University Jaipur, Rajasthan* (2014-2018)

## ACHIEVEMENTS

- Completed course on Udemy- Digital Marketing
- Active member of RANDOMIZE(); club in college
- Completed 2 years of certified learning in freestyle (form of dance)
- Was the member if Organizing Committee of Model United Nations 2017
- Event Coordinator in Mini Hackathon
- Got a certificate from FORSK for Android Training Program