

# Roshni Jaiswal

**Address** KOLKATA, West Bengal, 700009

**Phone** 907 311 4452

**E-mail** roshni.jaiswal2406@gmail.com

Results-oriented professional focused on exceeding revenue objectives and driving business growth. Excellent networking and lead development skills.



## Work History

### 2020-11 - **Business Development Executive**

Current Vedantu, KOLKATA, West Bengal

- Developed short-term and long-term sales objectives and strategic plans to meet market needs.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Conducted cold- calls to prospect external lead sources and advance sales process.

### 2019-04 - **Intern**

2019-06 HDFC Bank Ltd, KOLKATA, West Bengal

- Achieved sales by designing and implementing digitalization project during internship.
- Sat in on morning meetings with executives and sales leaders.
- Interacted with customers professionally by phone, email or in-person to provide information and directed to desired staff members.
- Participated in cross-functional team-building activities.
- Built rapport with clients to facilitate trusting relationship and provide setting conducive to growth.
- Maintained status reports to provide management with updated information for client projects.
- Worked closely with Relationship Manager & Deputy manager to reorganize sales and increase productivity.
- Maximized productivity by analyzing protocols and identifying areas for improvement.

### 2017-05 - **Business Development Manager**

2018-07 Prompt Castings Pvt. Ltd., KOLKATA, West Bengal

- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.

- Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth.
- Grew sales numbers through skilled sales support for new and existing customers.
- Created reports and presentations detailing business development activities.
- Completed and submitted monthly and yearly sales and inventory reports to support executive decision making.
- Worked with existing customers to increase purchases of products and services.



## Education

- 2018-07 - **Post Graduate Diploma in Management: Marketing**  
2020-06  
Globsyn Business School - Kolkata
- 2013-08 - **Bachelor of Commerce: Accounting And Finance**  
2017-04  
The Bhawanipur Education Society College - Kolkata
- 2011-04 - **Higher Secondary Education: Commerce**  
2013-05  
Shri Shikshayatan School - Kolkata
- 2000-04 - **Secondary Education**  
2011-03  
Shri Shikshayatan School - Kolkata



## Certifications

Certificate in EF Standard English Test, achieving an overall English level of C2 PROFICIENT as per CEFR

Certificate of Participation in the webinar- 'Vice Chancellor's Round Table on The Future of Highest Education in The New Era' by Globsyn Business School

Certificate in Investment Banking – An Overview online course by WallStreetMojo

Certificate of Participation in the webinar- 'Beyond MBA: Leadership in Uncertain Times' by Globsyn Business School

Certificate of Program Diploma in Strategic Management online course by IBMI Berlin-Germany

Certificate in Marketing Essentials online course by IBMI Berlin-Germany

Certificate in Basics of Strategic Management online course by IBMI Berlin-Germany

Certificate in Principles of Economics online course by IBMI Berlin-Germany

Certificate in Leadership and Team Management online course by IBMI Berlin-Germany

Certificate in Communication Skills Master Class for Life online course by Udemey

Certificate in Digital Marketing Agency / Social Media Marketing Business online course by Udemey

Certificate in Strategic Cost Management for Procurement and Supply Chain online course by Udemey

Certificate of Participation in 3rd Vision Seminar, Corporate Ethics & Responsible Leadership by GBS

Certified in Financial Accounting - Module 1 from Brainware

All India Seishinkai Shito – Ryu Karate – Do Federation



## Skills

Relationship building and rapport



Financial operations



Revenue and profit maximization



Sales pipeline management



Research



Business development and planning



Communication



Compassion



Microsoft Office



Organization and Time management



## Languages

English



Hindi



Bengali





**Interests**

Social Work