

JATIN ARORA

Business Development

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Profit-minded Sales Professional with demonstrated success driving sustained revenue by working and connecting with customers. Industrious sales professional with strong history of surpassing objectives by leveraging selling and advanced people skills. Talented at generating leads and demonstrating products to close high-volume sales.

Work History

2021-08 - Current

Senior Business Development Associate

InterviewBit , Bangalore , Karnatka

- Managed over 50 leads over week and Increased sales by 3% on team level.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit
- Negotiated, prepared and signed contracts with clients
- Evaluated client business needs and matched customers to appropriate products and resources

2020-05 - 2021-03

Business Development Associate

Think & Learn Pvt. Ltd, Noida , Uttar Pradesh

- Identified prospects' needs and developed appropriate responses along with suitable information on products and services.
- Managed over 3hr of Talktime with 30+ connected calls.
- Delivered Rs 17,000 Daily revenue per sale(DRPS) and Rs 53,000 Average revenue per unit(ARPU).

2018-02 - 2018-10

Intern

CallBA Pvt Ltd, Gurgaon , Haryana

- Built client relationships by responding to inquiries, identifying and assessing clients' needs, resolving problems, and following up with potential and existing clients
- Managed 5mins of Average handling time (AHT) and delivered 8+CSAT score.

2017-05 - 2017-11

Intern

Mann travel , Gurgaon , Haryana

- Fare calculation, ticketing, handle queues
- Increased continuous improvements in conversion rate, accuracy and efficiency for over 6 inbound sales per day.

Education

2014-07 - 2020-02

Bachelor of Science: Anthropology

Anthropology Hans-raj College, Delhi University - Delhi, DL

2013-04 - 2014-05

12th Standard

Chiranjiv Bharati School - Gurgaon, HR

84.20 %

Accomplishments

- Part of Project SEARCH(TERI) as a representative from 2009-2013 under Dr.R.K.Pachauri And OBE Sir Robert Swan(Member UN convention'1992).
- **Academic & Cultural Achievements:.**
- Graduation –.Organized departmental fest.
- High School – School Head boy for academic session of 2012-2013.
- 2nd prize in Inter school model making completion organized by Ministry of New and renewable Energy& The Energy Resource Institute (TERI) by then CM of Delhi, Ms.Sheila Dixit and Noble Laureate Dr.RK Pachauri.
- **Sports Achievements:.**
- Won Inter-school Badminton competition Under-19' 2012.
- Played chess on State level.
- **Certification:** The Next Big Thing In Lead Squared: Opportunity Management on Mobile.