

# Chayanika Agrahari

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## Carrier Objective:

To succeed in an environment of growth and excellence and earn a job which provides me job satisfaction and help me achieve personal as well as organization goals.

## Work Experience:

### Webmobril Technologies Pvt. Ltd, Noida

Business Development Executive (Duration: Jan 2020 – Present)



One of the top-notch IT companies based in Delhi, NCR; India and also established in the US. Offering exclusive and affordable Web, Mobile, and Game app development, Cyber Security Assessment, Digital Marketing services globally. We are a team of experienced, dedicated enthusiastic, innovative, and creative professionals to serve a range of business goals with our advanced tools and technologies.

### Role and Responsibilities –

- Identifying and develop opportunities with new as well as existing client base.
- Gathered data for potential clients through internet research.
- Fulfilling all aspects of successful sales cycles (RFP's, quotes, proposals & closing).
- Achieving monthly and yearly sales targets.
- Analyzing client requirements & drafting business proposals for Web Designing/Mobile Development and other services Webmobril offers.
- Maintaining sales reports and weekly schedule of planned activities.
- Procurement of business within organization and clients.
- Have to work on follow up and Contacting Clients to understand their needs.
- Negotiation with Clients by Phone & email.
- Establish the good relationship with prospective clients, closure of sales for revenue generation.
- Dealing with the client from USA, UK and Europe.

### HT Media Limited, Noida

Sales Executive (Duration: Nov 2019 - Jan 2020)



### Role & Responsibilities-

- Develop relationships through phone, email and professional networking with customers.
- Prospect revenue opportunities and build a pipeline to chase monthly targets.
- Introduce the products, understand prospects hiring needs, share relevant proposals, negotiate, close the deal, after sales service and renew subscription.

**Training:****Rental Stay Pvt. Ltd. (Placio), Noida****CRM-Marketing Intern | Duration: 8 weeks | 02<sup>nd</sup> June -31<sup>st</sup> July- 2018****Role & Responsibilities –**

- Handling new and old tenants.
- Collection of feedback from tenants and parents.
- Handling new lead and follow-up old lead.
- Update of required data in Excel Sheet

**Education Qualification:**

- **Master of Business Administration (2019) - Specialization: Marketing & HR**  
College - Galgotias Institute of Management & Technology
- **Bachelor of Science (2015)**  
College – Smt. Indira Gandhi Rajkiya P.G. College
- **Intermediate (2011)**  
College – Guru Nanak Inter College
- **High-School (2009)**  
College – Guru Nanak Girls Inter College

**Additional Activities:**

- Attended Startup Ignite 2018 at GCET on 8th Feb 2018
- Participated in Product Launch best team conducted by School of Lifelong Learning on 5th Oct 2017

**Hobbies:**

- Singing
- Dancing
- Reading
- Listening to Music.

**Personal Details:****DOB-** 29<sup>th</sup>- March-1993**Mother's Name-**Nirmala Devi**Father's Name-**Vijay Agrahari**Declaration:**

I do hereby declare that all the above furnished information and particulars are true to the best of my knowledge and belief.