

Praveen Kumar

✉ rajukumarxl4@gmail.com

📍 Raxaul, Bihar

🌐 [linkedin.com/in/praveen-kumar-b8b7a02a0](https://www.linkedin.com/in/praveen-kumar-b8b7a02a0)

☎ 6200205070

🚩 Indian

🔗 Digital Portfolio

Experience

Business Development Executive, Pearl Organisation

01/2024 – 06/2024 | Dehradun, India

- Generated leads through proactive outreach, including cold calling, email campaigns, and social media engagement.
- Conducted market research to identify new business opportunities.
- Built and maintained strong client relationships, providing tailored IT solutions.
- Utilized CRM software to track leads and manage sales activities.
- Delivered sales presentations and product demonstrations to prospective clients.
- Negotiated contracts and closed deals, achieving sales targets.
- Provided after-sales support to ensure client satisfaction.

Business Associate,

07/2024 – present | Raxaul, India

Multi-category Retail & Wholesale Business (Family Business)

- Assisted with sales, billing, and customer service for a variety of items.
- Handled customer inquiries, gave product suggestions, and ensured a smooth buying experience.
- Supported inventory tracking and coordinated with suppliers.

Objective

A results-oriented professional with foundational experience in business development, currently pursuing an MBA. Eager to leverage strong analytical skills and a passion for learning to contribute to a dynamic organization's success while fostering continuous professional growth.

Education

Master Of Business Administration (MBA) - Online,

Sharda University

2024 – present | Noida, India

Bachelor Of Business Administration (BBA),

Jigyasa University (Formerly Himgiri Zee University)

2021 – 2024 | Dehradun, India

12th Board, Commerce, Delhi Public school

2021 | Birgunj, Nepal

10th Board, Patwa Academy For Education

2019 | Neemuch, India

Technical Skills

CRM Software

lead and sales management

AI Tools

(LLMs, Image/Video Gen - e.g., ChatGPT, Leonardo AI, Google Veo); Tracks AI Advancements.

Business & Analytical Skills

- Lead Generation
- Client Relationship Management
- Sales Presentations & Product Demonstration
- Market Research
- Negotiation & Closing
- Problem-Solving
- Observation Skills

Languages

Hindi

English

Courses

Foundations of Digital Marketing and E-commerce,

By Google, Offered Through Coursera [🔗](#)

Social Media Tools

Meta Ads Manager, Instagram Boosting, Basic Campaign Strategy

MS Office Suite

Word, Powerpoint, Excel

Soft Skills

- Communication Skills
- Teamwork & Collaboration
- Adaptability & Flexibility
- Fast Learner
- Hardworking
- Strong Work Ethic
- Good Listener

Interests

Gardening, Photography, Chess, Learning about new AI innovation