CURRICULUM VITAE

Aayushi Rawal

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* **Career Objectives:** Challenging position with an International Company to utilize my strong Interpersonal Skills and Goal Oriented Personality to Contribute in company's Growth And Success as well as self.
* **Qualification:**
* **Academic Qualification:**
  + - * Chinese(Hons)\_Bharitya Vidya Bhavan, Delhi- 2014-2015( 1 Year Diploma)(read, write,speak)(pursuing)
      * B.A. (Hons)English\_Delhi University, Delhi(60%)- 2015
      * Sr. Secondary (CBSE)\_Bal Vikas School, Panipat (88%)- 2012
      * Secondary (CBSE)\_Bal Vikas School, Panipat (88%)- 2010
* **Technical Skills:**
* Basic knowledge of computer(Microsoft Windows XP, Win 7, Win 8)
* MS-Office(MS Word, PowerPoint, Excel and Outlook)
* **Work Experience:**
* **July 2014 (4 weeks training)**

Company : **E-Business Ventures – (www.KhauGaliDeals.com)**

Designation : **Content Developer/ Marketing Intern**

* Undergone a 4 weeks training efficiently contributing to the content used for SEO and SMO purposes
* worked as a marketing intern
* Successful in communicating with the clients at all levels to serve for the best results
* Ability to exceed expectations with working to the best of my ability
* **August 2015 till April 2016**

Company : **Edupristine- Neev Knowledge Management Services Pvt. Ltd**  
Designation :  **Associate- International Sales**

**Duties**

* Managing CRM activities efficiently.
* Following and negotiating prices with working professionals to close enrollments.
* Maintaining a healthy relation with clients as for future purposes.
* Understanding the needs of Working professionals and their firms as to provide them with the best and efficient training for their personal and professional growth.
* Understanding the new market trends in professional world all over the globe.
* Comprehending new offerings based on industry trends.
* Ability to get access & influence the key decision makers & demonstrating ability for new business identification, qualification and capture.
* New Customer Acquisition
* Conversion of Leads received from various marketing Channels.
* Cross Selling, Up selling and Reference Sales to increase LTV of a customer.
* Preparing short-term and Long term sales plan, sales approaches and strategies.
* Consistently achieving revenue targets in line with team/organizational objectives.
* Epistemophilic
* Working efficiently toward the Growth of the company as well as Self.
* Operating and Reporting

**ACHIEVEMENTS**

* Successfully launched business in virgin regions of the world.
* Excellent market research to fulfill business requirements.
* Strong Interpersonal relations.
* Stood firm to company's revenue expectations
* Updated strategic management for increased revenue of the company.
* **Languages Known:**
* English (Expert)
* Chinese (Learner)

* **Awards and Accomplishments** :
* Majoring in English
* Distt. Topper in English (class X, XII)
* Excellence in Creativity
* Essay Writing
* Annual Day Functions
* IT Topper (Class X)
* Fine Arts topper (Class XII)
* Managing school and college Functions / Exhibitions efficiently
* **Strengths:**
* Socializing
* Excellent communication skills
* Self- Motivated
* Creative thinking
* Leadership qualities
* Keen learner
* Good in managing and handling difficult situations
* **Hobbies:**
* Internet Surfing
* Travelling
* Exploring new things
* Reading philosophical essays
* **Personal Details**:

Date of Birth : Nov 12th, 1994

Father’s Name : Mr. Sudhir Rawal

Gender : Female

Nationality : Indian

Marital Status : Single