

ASHA KUMARI

Business Development Executive & Language Trainer (South Korean)

I am looking for a Higher position where I can leverage my 3 years of a Business Development Executive and Language Trainer (1 year).

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WORK EXPERIENCE

Business Development Executive WONK Tutor App , Gurugram

12/2019 - Present
Gurugram

Responsibilities :

- Handling PAN India Requirements of All boards and all levels.
- Connect to 100+ clients on daily basis and take their requirements and work accordingly.
- Identify issues, analyze information and provide solutions to problems.
- Participated in continuous improvement by generating suggestions, and engaging in problem-solving activities to support teamwork.
- Delivered feedback to decision-makers regarding employee performance and training needs.
- During this tenure got promotion from Assistant Manager to Deputy Manager in December 2020. Still holding this position.

Business Development(Freelancing) AceCoder IT Solutions

12/2021 - 06/2022
Pune

Responsibilities :

- Conducting market research to identify selling possibilities and evaluate customer needs and Actively seeking out new sales opportunities through cold calling, networking, social media marketing and Email marketing.
- Setting up meetings with potential clients and listening to their wishes and concerns.

Language Trainer(Freelancing) THELANGUAGESKOOL

2021-12 - Present
-Pune

Responsibilities :

- Provide high-quality language lesson development and delivery.
- Analyzed student learning and planned and administered a variety of appropriate assessments.
- Use a variety of instructional strategies to provide equity and excellence to students of all ability levels.
- Participate in all staff and department meetings.
- Maintain accurate records and grades for students.
- Mostly teaching corporate students.

Digital Marketing -(Internship) CROCOL Innovative Technologies

05/2018 – 07/2018
Noida

Responsibilities :

- Social media marketing tools.
- Email marketing.
- SEO (search engine optimization) tools.
- Google Analytics.
- Content writing.

MY SKILLS

- Strong communication skills & Teamwork.
- Digital Marketing & Hubspot.
- Market Research & Microsoft Outlook.
- Strategic Selling Skills & Customer Support
- CRM, SEO & Good listener.
- Interactive, creative & Multitasker
- Problem Solving & Content writer.

PROFESSIONAL SUMMARY

A young experienced Business Development Executive and Language Trainer aspiring for a suitable professional breakthrough where I shall add value to the organization basis innovative ideas, analytical approach along with product knowledge and organizational abilities.

LANGUAGES

English	●	●	●	●	●
Hindi	●	●	●	●	●
Korean	●	●	●	●	

INTERESTS

- Reading and Writing.
- Travel and Interact with new people.
- Painting & Playing Musical Instrument.

DEAL

WONK Tutor App , Gurugram

12/2019 – Present

Client Management & Tutor Management

- Acting as a trusted advisor to Parents/Students by interactions through calls & WhatsApp and Provide the Knowledge about Product and services to close the deals.
- Strong Follow-up and conduct the demo after Identifying the suitable tutor According to requirements.
- Identify the best teachers and hire as a freelancer for organization, Issue management, Data Management, lead generation, maintaining the track records of Classes and Finance, etc

My Role : Business Development Executive, Manage Leads, Hiring Good Tutors and Handling Issues.

BD & Social Marketer (Freelancing)

12/2021 -06/2022

AceCoder IT Solutions

- Handling Social Media by Creating Regular Posts and posting on All Social media.
- Conducting Market Research to identify selling possibilities and evaluate customer and Setting up the meeting.

My Role : Social Media Handler, Lead Generator and IT Sale.

Language Trainer(Freelancing)

2021-12 - Present

THELANGUAGESKOOL

- Coaches the student through a strategically designed series.
- Help Students understand the Language and its culture.

My Role : Provide language knowledge and it's culture

Digital Marketing -(Interns)

05/2018 – 07/2018

CROCOL Innovative Technologies

- Learnt About Digital marking, its tools and the Role of Digital marking in generating revenue and Brand Visibility.

My Role : Digital Marketing Interns

Awards & Recognitions

- Social Media Head of JBS from 2017 to 2019.
- Volunteered in an International conference on “Information Technology and Quantitative Management”, ITQM2017.
- Secured 3rd position in the 100-meter race at State level Competition in 2015.
- Participated in “National Cadet Corps” and achieved certificate “B” in (2015).
- Represented the School at the District level In Cultural Activities.

EDUCATION

Master in Business Administration

Jaypee Business School, JIIT Noida

06/2017-07/2019

Overall CGPA: 7.9

Diploma in Foreign Language

Learn Korean in India (LKI)

07/2017 - South Korean

Till Level 4

(intermediate level)

Bachelor in Commerce

Bhim Rao Ambedkar University Agra

2012 - 04/2017

Overall Percentage: 62%

Senior Secondary School

Agra

Kendriya Vidyalaya No. 3, Agra

Overall Percentage: 75%

Secondary School

Agra

Kendriya Vidyalaya No. 3, Agra

Overall CGPA: 7.8.