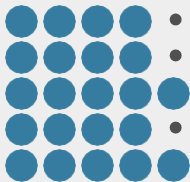


Skills

Skill group

PowerPoint  
Excel  
Photoshop  
Final Cut Pro  
KeyNote



Skill group

Communication  
-skills  
Photography  
Film making  
English  
French



# YASHOVARDHAN SINGH

Business Development Associate

Profile

To seek a position that will allow me to utilize my social skills and willingness to learn in making an organization successful . Capture, process and edit visual images to showcase products. Work with the team to decipher project needs. Seeking for opportunity to build oneself. Brand planning and development.

Experience

**Coordinator**  
Doordarshan National TV Delhi India

- Designing, creating and managing content across multiple communication platforms
- Developed relationships with vendors, negotiated costs and services and acted as liaison between department
- Scheduled and coordinated travel arrangements for contestants and talent

**Core team coordinator**  
Core team coordinator of the university club Pixels, Noida

Worked as a treasure collector And face of pixels In promoting the work of the club and raising funds for Amity youth festival

**Part-time work experience**  
PKP

- Involved in company events and providing the cooperate companies
- Services related to photography and professional shoots on call bases
- Working as a freelance photographer in night clubs and Café's Work with clients to decipher project needs

**Internship**  
Yashoda Advertising and communication

It is a startup company, which I have worked hard to build from the scratch, I am involved in the growth and promotion of the company and providing services to the clients. The group have several clients like Orient Electric company Minda Sai Group

**Client Servicing and Business Development**  
On Events & Promotion Present

- I have been working with On Events & Promotions as a client servicing and business development

- Coordinating with the clients and preparing the Proposals and presentations on .ppt and .xls
- Preparing the weekly reports for the clients
- Coordinating with the Operations on the events for execution
- Visited Missouri for the client conference in Jaypee Hotel
- The planning the whole event and the costing and finalizing the location for the event
- Worked in the production of a promotional video for TATA Yodha 4x4 directed carry good camera knowledge and execution

### **Management Trainee**

INCL (INDIA NEWS COMMUNICATION.LTD)

- Worked as an account handler and the organization
- Handled accounts like Kamdhanu steel, ABP News, Amour INDE
- Managed the BTL Advertising campaign for TRDP Group
- Preparing proposals for making more new client for the agency

### **Amazon.com**

CSA US Phones

- Customer handling - B2C
- Resolution provider for the amazon customers in USA

### **BYJU'S The learning Application**

Business Development Associate

- Developing a strong pipeline of new customers through direct or indirect customer contact and prospecting
- Monitoring and analysis of pipeline to review performance & optimize accordingly to ensure objectives are met
- Maintaining strong follow-ups and regular feedback calls  
Create lead engagement plans and strategy
- Studying the details of each offering and remain abreast of updates to these offerings
- Efficient and effective lead utilization with consistent follow-ups, low turn-around time (TAT), and increased connectivity with multiple attempts
- Update and create tailored client proposals and negotiate further to close the deals
- Building cross-discipline relationships in the organization, partnering closely with the growth and marketing team, and providing feedback and insights

## Education

### ● **BA (Journalism & Mass Communication)**

Amity University, Noida | 2015-18

It is a 3 Years Graduation course offers by Amity School of Communication where we learn about Journalism, PR, Advertising, Photography, Graphic Designing

### ● **Foundation & Fashion Photography**

Delhi Collage of photography, Delhi | 2016-17

Learning from the basics off photography to the advance level of lighting and fashion photography,

● Learnt Photoshop and Lightroom for photo and video editing and developed several skills which I carry till date

### ● **12<sup>th</sup>**

Apollo International School, Sonipat

Completed my high schooling form Apollo International School

### ● **10<sup>th</sup>**

Bal Bharati Public school, Delhi Pitampura

Completed class 10th from BBPS Pitampura