

ASHU SINGH

Business Development Executive

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Linkedin

EDUCATION

Calcutta University Accounting & Finance BCOM Honours CGPA: 6.5	Kolkata,India 2020 - 2023
Commerce Higher Secondary Education Percentage: 77.25(Top5)%	Kolkata,India 2018 - 2020
Commerce Secondary Education Percentage: 74(Top5)%	Kolkata,India 2016 - 2018

EXPERIENCE

Qiklegal Bizsolution Pvt. Ltd. Business Development Executive Kolkata,India May 2024 - Present
<ul style="list-style-type: none">• Successfully identified and acquired high-value clients, contributing increase in revenue.• Conducted market research to identify emerging business opportunities and build a strong sales pipeline.• Maintained long term relationship with key clients, ensuring a good retention rate.• Resolved client concerns efficiently, improving customer satisfaction

SKILLS

Tools / Platforms:	MS EXCEL, MS WORD, DECISION MAKING, QUANTS, TEAM WORK, COMMUNICATION, CRITICAL THINKING, ATTENTION TO DETAILS, ANALYTICAL THINKING, FINANCIAL ACCOUNTING, QUANTITATIVE APTITUDE, MICROSOFT OFFICE, PROBLEM SOLVING, DATA ANALYSIS, KYC VERIFICATION, RISK MANAGEMENT
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PROJECTS / OPEN-SOURCE

PROJECT 1	POWER BI
<ul style="list-style-type: none">• Created interactive dashboard to track and analyze online sales data.• Used different types of customized visualization (bar chart, pie chart, donut chart, clustered bar chart, scatter chart, line chart, area chart, map, slicers, etc.)• Used complex parameters to drill down in worksheet and customization using filters and slicers.	

CERTIFICATIONS

- MS EXCEL - **INFOSYS**
- ACCOUNTING FUNDAMENTALS - **CORPORATE FINANCE INSTITUTE**
- MS OFFICE - **INFOSYS**
- COMPLIANCE RISK MANAGEMENT - **CORPORATE FINANCE INSTITUTE**