

ASHU SINGH

Business Development Executive

ashu.singh.p07@gmail.com | 7003363135 | HOWRAH, WEST BENGAL

[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

- 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

PROJECTS / OPEN-SOURCE

PROJECT 1

POWER BI

- 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