

# KRITI GARG

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## Career Objective

MBA graduate specializing in Finance and Marketing with experience as a Business Development Executive. Skilled in client acquisition, market analysis, and strategic planning, I aim to drive business growth and build strong relationships. Seeking a dynamic role to apply my expertise in business development and marketing while continuing to enhance my skills.

## Education

- Master in Business Administration (Finance, Marketing) Chandigarh University 2022-2024
- Bachelor of Business Administration, Mandsaur University, Session:2017-2020.
- Senior Secondary from Dashpur Vidyalaya, Mandsaur, Madhya Pradesh
- Higher Secondary from Dashpur Vidyalaya, Mandsaur, Madhya Pradesh

## Skills

Tally

MS-Word

MS- PowerPoint

MS- Excel

## Interpersonal Skills

Communication skills

Active Listening

Problem Solving

Team Management

Leadership

Decision Making

## Internship/Training

### CA Vikas Bhandari & CO.-

June 2023- July 2023

- Assisted in preparing and filing income tax returns, ensuring compliance with current tax laws.
- Conducted financial audits and analyses, identifying discrepancies and recommending corrective actions.
- Collaborated with clients to provide advisory services on financial planning and tax optimization.

## Work Experience

### TechQilla Pvt Ltd.- Business Development Executive

Jan 2025-March 2025

- Identified and generated new business leads & opportunities through research and networking.
- Build and maintained relationships with clients and stakeholders to foster long-term partnerships.
- Conducted market analysis to identify trends, opportunities, and competitor strategies.
- Prepared and delivered persuasive presentations and proposals to potential clients.
- Collaborated with internal teams to align strategies and achieve business goals.

### Geetanjali Homestate Pvt Ltd.- Sales Executive

July 2024- October 2024

- Generated new business leads and sales revenue.
- Built strong client relationship and provided expert guidance.
- Conduct property presentation and tours.

## Projects

### • A Study on Income Tax Return:

"A Study on Income Tax Return" examines the processes, challenges, and implications of filing income tax returns, aiming to simplify and improve taxpayer compliance and understanding.

- **Breaking the silence: Understanding and Addressing Youth Depression:** "Breaking the Silence: Understanding and Addressing Youth Depression" aims to uncover the causes and impacts of youth depression, promoting awareness and providing support through research and community initiatives

#### **Certifications**

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- Certification in "Tally 9" course
- Certification in Production and Operation Management (NPTEL)
- Certification in Strategic Management for Competitive Advantage (NPTEL)
- Certification in Financial Analysis- Skills for Success (Coursera)

#### **Extra-Curricular & Co-Curricular Achievements**

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- II Runner up in MAADHYAM-2017 organized by Mandsaur University.
- Volunteer in Medical Camp organized by Chandigarh Welfare Trust.
- Participated in Badminton (Chandigarh University Inter-Departmental Sports Tournament