



Akansha Tripathi

Hardworking and motivated professional with experience in sales, finance, and business development. Completed internships in Sales Promotion (3 months) and Finance (2 months), where I learned customer handling and basic financial work. Currently working as a Business Development Executive (Close to 1 year), focusing on finding new clients, building good relationships, and helping the company grow. Good at communication, learning fast, and ready to take on new challenges.



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EDUCATION

MBA

Bharati Vidyapeeth Deemed University, IMED

2023 - 2025

Pune

BBA

LN Mishra College of Business Management

2019 - 2022

Muzaffarpur, Bihar

SKILLS

MS Word

MS Excel

MS Outlook

MS PowerPoint

LANGUAGES

English

Native or Bilingual Proficiency

Hindi

Native or Bilingual Proficiency

WORK EXPERIENCE

Business Development Executive

Vizlogic Digital Solution

07/2025 - 10/2025

Achievements/Tasks

- Responsible for lead generation through cold calling and LinkedIn, connecting with IT Heads, HR Heads, and CIOs in target companies.
- Scheduled meetings with key decision-makers to present and sell the Work Web platform designed for MSMEs.
- Handled the complete client acquisition cycle, including follow-ups, product demos, and closing deals.
- Managed client relationships post-sale, ensuring smooth onboarding and satisfaction.
- Also contributed to account handling, client management, and team coordination to meet sales targets

CERTIFICATES

Principles of Management | Great Learning

Effective Communication | Great Learning

Certified at the intermediate level in MS Excel | Udemy

Certification Fundamental Accounting | The Great Learning App

INTERNSHIP

Vizlogic Digital Solution (12/2024 - 06/2025)

Lead Generation

Conducted lead generation through LinkedIn, email marketing, and CRM tools to identify potential business clients.

Client Acquisition

Managed the client acquisition process, including initial outreach, follow-up communication, and conversion

Product Demos and Presentations

Prepared and delivered product demos and presentations to prospective clients, showcasing WorkWeb's digital solutions and services

Listening to Music

Travelling

Photography