

Aisha Patel

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SUMMARY

Goal-oriented and passionate business development professional with a strong foundation in market research and client relationship management. Proven ability to drive sales growth and enhance operational efficiency in fast-paced environments.

EXPERIENCE

Business Development Intern

Jun 2022 - Present

Tech Innovations Inc., Phoenix, AZ

- Increased lead generation by 30% through targeted outreach campaigns.
- Assisted in closing deals worth over \$500,000 by creating compelling sales presentations.
- Utilized CRM tools such as Salesforce to track customer interactions and enhance relationship management.

Sales Associate

Jan 2020 - May 2022

Retail Group LLC, Phoenix, AZ

- Achieved 120% of sales targets for two consecutive quarters.
- Developed product knowledge training resources that improved team performance by 25%.
- Collaborated with the marketing team to implement promotional strategies that increased foot traffic by 15%.

Market Research Assistant

Sep 2018 - May 2019

University of Arizona, Tucson, AZ

- Conducted market analysis that identified growth opportunities in emerging markets.
- Presented findings to stakeholders, leading to a strategic shift that increased revenue projections by 10%.
- Assisted in survey design and data collection for consumer behavior studies.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of Arizona, Tucson, AZ • GPA: 3.7

SKILLS

Technical Skills: CRM Software, Data Analysis, Sales Strategy, Market Research

Tools & Frameworks: Salesforce, Google Analytics, Microsoft Excel