

Kuldeep Soni



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Nagour, Rajasthan

OBJECTIVE:


Experienced BDE skilled in market research, sales pipeline management, and deal closure, aiming to enhance company revenue and strengthen market presence through strategic business development initiatives. Looking to drive sustainable growth and build long-term client relationships in a dynamic organization.

WORK EXPERIENCE:

Khushbu Jewellers

May-2025 to July-2025 Sales Executive

Responsibilities:

- Define the vision for the jewelry product line (e.g., fine jewelry, bridal, fashion jewelry).
- Identify market trends, customer preferences, competitive positioning.
- Work closely with designers, artisans, or manufacturing teams to develop new collections.
- Approve materials, styles, pricing, packaging.
- Gather customer feedback to improve future designs or customization options.  Introduce innovative styles according to market demand.

Motion education

August-2025 to Nov-2025 BDA

Responsibilities:

- Collaborated with the operations team to ensure smooth onboarding of new clients.
- Handled client objections professionally and provided effective solutions.
- Followed up on leads and ensured timely closure of sales opportunities.
- Negotiated contracts and successfully closed deals.
- Built and maintained strong relationships with prospective and existing clients.
- Improved conversion rates through consistent follow-ups and relationship management.
- Participated in networking events, exhibitions, and trade shows to promote services.



Education

B.A, History Honors

MDSU College, Nagor, Rajasthan

Graduate, 2022



Skills

- Pleasant Personality
- Good Communication
- Trustworthy
- Public Speaking situation
- Hardworking to learn skills



Computer Proficiency

- **Microsoft Office (Beginner)**



Languages

- English, *Beginner (speaking, reading, writing)* • Hindi, *Fluent (speaking, reading, writing)*



Personal Interests

- Networking and building professional relationships
- Reading
- Listening Music

