

Pallapu Mukesh

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Summary

I am looking for a chance to land a respectable senior sales position with a reputable company where I can contribute my leadership skills and previous work experience to the organization, which in turn helps in my career growth as well. I am an experienced senior sales associate who has accomplished sales targets for the past 18 months

Experience

Think & Learn Private Limited (Byju's) | HYDERABAD, TELANGANA

Senior Business Development Associate | 12/2021 - 06/2023

Senior Business Development Associate (Sr BDA) | march 2023 jun 2023 |

- Achieving the weekly targets in a high-pressure performance-driven competitive environment
- Contracts were negotiated and sales were closed with both new and current clients.
- Designed and executed attractive pricing structures that balance corporate aims with customer targets
- Innovative methods that are coordinated are used to achieve marketing goals and increase long-term profitability.
- Weekly and monthly objectives, action plans, and follow-up processes were created based on direct reports.
- Identified and corrected deficient performance and behaviors to achieve maximum productivity
- Maintaining the fruitful relationships with existing line of trainees & customers
- Business Development Associate (BDA) | DEC 2021 - march 2023 |

Worked as a Business Development Associate connect with potential customers, set up meetings, counsel the students on BYJU'S unique way of learning and assist them to become premium subscribers

- indusviva health sciences pvt ltd |jun 2018- march 2020|

id number-315279

Set up the sales team and expand the 1,000+ direct seller network in various states such as AP, TS, and TN with just 3 direct reports. Successfully lead the initial expansion through extensive training and approaches

skill set Presenting and public speaking, Team management

Experience in handling and managing a team of 10 to 13 BDA

Education

mewar univercity | Chittorgarh, rajasthan

MBA-Finance | 05/2020

Management & Commerce precentage-72

DIST-Chittorgarh -312901

state-Rajasthan

Kakatiya University | kothagudem, telangana

bsc-computers | 05/2018

college- Sahithi krishnavi degree college

city-kothagudem

dist-bhadradi kothagudem-507101

Bsc in math statistics & computer science

percentage-60

**board of intermediate education A.P | vijaywada, andhrapradesh
mpc | 03/2015**

Narayana jr college -521104

Maths physics & chemistry

percentage-59

**K LR TECHNO H S | PALONCHA, TELANGANA
SSC 10TH | 03/2013**

BOARD OF SECONDARY EDUCATION

PERCENTAGE 60

DIST- BHADRADRI KOTHAGUDEM

Declaration

To the best of my knowledge, everything about the above-mentioned information is factual and correct.

Yours Sincerely

Mukesh Pallapu