

Thakkallapalli Shashider

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Summary

- Passionate and driven sales manager with sales experience representing multiple departments within the company

Experience

Senior Sales Development Representative

Recklabs • Delhi, Delhi

04/2023 - 08/2023

- Creates monthly sales forecasts.
- Develops strategies to reach sales goals.
- Writes sales pitches for all products and services.
- Completes competitive analysis reports.
- Identifying potential customers through networking initiatives, cold-calling, and email communications.
- Preparing regular sales reports as well as sales territory plans.

Business Development Manager

Byjus • Bangalore, Karnataka

07/2020 - 03/2023

- Preparing financial projections and sales targets for Cycle
- Sales pitch modulation and extreme communication skills required for conversion and need generation.
- Education counselling experience is very proficient.
- Finance experience also there for various finance process
- Preparing sales presentations and participating in sales meetings.
- Producing reports for management.
- Training Business Development Associates under me and Creating development plans and forecasting sales targets and growth projections.
- Auditing their calls and Taking mock calls to understand their gaps and guide them accordingly

Skills

Leadership, Microsoft excel, Time management, Communication skills, Customer service, Team Management, Finance

Education

Electronics And Communication Engineering

BML Munjal University • Gurgaon, Haryana

05/2020

11Th and 12Th

Urbane Junior College • Warangal, Telangana

04/2016

10th

Daffodils High School • Warangal, Telangana

Languages

English, Hindi, Telugu