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| SRIRAM R L  Business Development | |
| |  |  | | --- | --- | |  |  | |  | sriramsingh1997@gmail.com | |  | +91 – 8892908190 | |  | https://www.linkedin.com/in/sriram-rl-3647771a7/ |   Accomplished Business Development Manager specializing in the Edtech industry, with a strong focus on B2B management targeting Senior Level Assignments preferably in Mysore or Bangalore.    **CORE COMPETENCIES**  Brand Management/ Event Management  B2C and B2B  Campaign Managements/ Event Management  Customer Presentations/ Demonstrations / Client Engagement  Network Management  Stakeholder Management  Sales/Go-To-Market & Sales Strategy / Annual Sales Plan/ Presales Co-ordination / Team Management  Direct Marketing/ Cold-Calling/ Cross Functional Relationship  **EDUCATION**   * **2015-2018**   Bachelor of Business Management St. Joseph First Grade College, Mysore  **SKILLS**  Change Agent  Collaborator  Communicator  Innovator  Planner  Thinker  **PERSONAL DETAILS**  **Date of Birth:** 03rd October 1997  **Languages Known:** English, Hindi & Kannada  **Permanent Address:** 1328/A CH 27/A 4th Cross Krishnamurthy Puram Mysore Karnataka - 570004 | **SUMMARY**   * A dynamic professional with nearly 5 years of experience in developing strong market knowledge of existing and potential clients and ensured business growth opportunities aligned to company’s strategic plans * Ranked among the top 250 Business Development Associates nationwide out of a pool of 10,000+ professionals, demonstrating exceptional performance, commitment, and sales process * Provided in-depth analysis of markets, industry trends, competitors and clients to improve strategies * Pipelined sales based on market research, network management and client references; planned and created approaches, pitches and proposals, participated in pricing and work order negotiations * Achieving consistent sales targets, exceeding quotas and contributing to the company's revenue growth * Initiated and managed strategic partners program leveraging channel sales including, planning and tracking projects * Controlled high value sales, addressed minor details and explored areas of improvement in customer service * Monitored channel sales, marketing & operational activities; implemented strategies to maximize channel sales & collections   **ACHIEVEMENTS**   * Recognized as Best Manager at BYJUS for encouraging a positive and inclusive work culture * Acknowledged as Manager of the Month, the Top-Performing Manager at BYJUS * Earned the prestigious title of Manager of the Year at BYJUS for consistently bringing exceptional performance, surpassing targets, and driving significant business growth * Attained recognition as a Super Bonus Winner at BYJUS, ranking among the top 250 associates nationwide * Remained in top three throughout the tenure at BYJUS and documented for consistently delivering outstanding performance as an individual associate     **PROFESSIONAL EXPERIENCE**  **Jan 2023 - Present | Business Development Manager | NXTWAVE, Hyderabad, Telangana**  **Key Result Areas:**   * Selling high-ticket value products and services through phone calls & establishing expertise in supervising complex sales scenarios and objections * Leading and guiding a high-performing team to consistently achieve business objectives and goals; creating comprehensive sales training program to enhance the team's abilities and improve overall performance * Actively categorizing talent acquisition needs, conducting interviews, and hiring top performers * Identifying and pursue new business opportunities, leveraging market research and analysis to develop targeted sales plans * Providing ongoing training, learning, and development opportunities to enhance team members' skills and prepare them for sales success * Cultivating strong relationships with key clients and partners, ensuring high customer satisfaction and repeat business   **Dec 2019 - Dec 2022 | Business Development Manager | BYJUS (Think and Learn Pvt. Ltd.) Goa, Mysore & Mangalore**  **Key Result Areas:**   * Orchestrated and directed sales operations, generating revenue of over 11+ crores, outperformed sales targets, earned accolades for exceptional performance * Analyzed sales metrics precisely, detecting improvement opportunities and employing strategies to optimize sales performance * Fostered productive collaborations with cross-functional teams to ensure utmost customer satisfaction and elevate sales outcomes for the Aakash product line and contributed to its successful launch and market penetration in Karnataka * Pioneered the development and execution of impactful sales strategies, resulting in expanding the company's presence across multiple regions, including Hubli, Mandya, Goa, Mangalore, and Mysore   **Dec 2018 - Dec 2019 | Operations Associate | ZoomCar India Pvt. Ltd.,**  **Key Result Areas:**   * Optimized fleet utilization and revenue generation by monitoring booking patterns, identifying trends, and making strategic recommendations * Reserved comprehensive data records of 250+ cars, including fueling, maintenance, services, and documentation * Coordinated with the logistics team; maintained accurate records of vehicle movements * Formulated cutting-edge strategies to propel revenue growth and capture a larger market share through effective strategies, drove customer acquisition, retention, and satisfaction within the subscription model under the ZAP subscription model, successfully onboarded 30+ customers   **INTERNSHIP**  **Jun 2017 - Aug 2018 | Intern |Krazybee, Mysore**  **Significant Achievements:**   * Acknowledged potential users within the campus, educated them about KrazyBee's offerings, and facilitated their seamless onboarding onto the platform. * Regulated marketing and promotion efforts through various channels, including social media, posters, and events, to increase brand visibility and attract new users * Built strong relationships with existing users, promptly addressing their queries and resolving issues for enhanced customer satisfaction |