

BUSINESS DEVELOPER

JEEVANA GOGULA, MSc



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3+ years experience | (25 yrs) | Paris, France

SKILLS & EXPERTISE

-B2B & B2C
-Negotiation
-CRM
-Market Research
-Cold Calling
-Client Acquisition
-Needs Analysis
-Microsoft Office

LANGUAGES

-English-Fluent
-French-Intermediate
-Hindi-Fluent
-Telugu-Maternal

HONORS & AWARDS

-Winners, PSB Innovation Challenge, 2019
-Awarded 4 by government of India 2012-2016
-Paper publication in International Seminar, 2015

ORGANIZATIONS

-Youth Council Coordinator, GOPIO
-Secretary for NGO, Vidya-An Initiation,

INTERESTS

Business Advisor; Sketching
Fitness; Meet Ups

Motivated and multilingual professional with a proven record of growing relationships, managing projects from concept to completion, and building strategies. Adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities for company's growth.

PROFESSIONAL EXPERIENCE

Business Development Manager, Freelance 05/2020-Present
WE Distribution (Health Care & Wholesale): Paris, France

- Sales Support, Lead Generation, Content Management
- Close working with CEO for business development ideas and strategies
- Identification of top target sectors and redirection of team
- Setting up & Training team for CRM, organizing company's information & resources
- Point of contact to resolve critical issues and concerns in team

Business Development Manager, Intern 07/2019-12/2019
The Moneytizer (Advertising): Paris, France

- Introduced the Moneytizer application in India
- Monitored tool usage. Performed detailed analysis of service efficiency
- Analyzed, studied Moneytizer's business on social networks in different countries
- Achievement: Won over 500 new clients in 6 months with high potential
- Moneytizer started to generate income in the Indian market

Business Development Associate 06/2016-01/2019
BYJUS (Edu-Tech): Karnataka, India

- B2B & B2C Sales, Cold Calling, Negotiation, Client Acquisition
- Team lead of 10, Planned, supervised and coordinated daily activities
- Pipeline building, prospecting and closing deals to meet monthly targets
- Market research and analysis, revenue optimization and expansion
- Increased client satisfaction by 30% by improving client service
- Improved profitability by expanding customer base & up-selling opportunities
- Achievement: Awarded as TOP PERFORMER for generating highest team revenue

EDUCATION & CERTIFICATIONS

Master of Sciences, Marketing Strategy & Data Analytics 2019-2020
Paris School of Business: Paris, France

Business Strategy | Market Research & Analysis | Crisis Management | Product Marketing | Human Resource Management
Thesis: Social Marketing- Identification of Best Strategies made by Companies to reduce plastic waste.

Bachelor of Technology, Electronics & Communication Engineering 2012-2016
Lovely Professional University: Punjab, India

✧ Class Representative, Event Organizer & Coordinator

Additional Education: Frictional Sales Certification, Hubspot 2020

REFERENCES

Philip Wirsén | philip@wirsenenenterprises.com | Founder- WE Distribution
Tarun Kalwani | tkalwani@adentis.fr | Technical Lead- ADENTIS