



TUHIN SIKDAR

Business Development Manager

PROFILE SUMMARY

Dynamic and results-driven Business Development Manager with 7+ years of experience in B2B & B2C SaaS sales, and over 11 years of cross-functional exposure in sales strategy, client acquisition, team leadership, and revenue growth. Proven track record in managing large teams, driving revenue targets, optimizing sales processes, and collaborating with marketing to enhance customer acquisition. Strong expertise in the full sales cycle, ARR, VRR, CRM tools, SaaS/ERP implementation, and C-level stakeholder management, Customer Success Management.

PERSONAL INFORMATION

-  **Email**
tuhin93312@gmail.com
-  **Mobile**
(+91) 9874113448
-  **Total work experience**
11 Years 1 Month
-  **Social Link**
www.linkedin.com/in/tuhin-sikdar9681426850

KEY SKILLS

- sales strategy
- client relationship management
- business development
- sales support
- negotiation
- saas sales
- key account management
- team management
- client servicing
- new business development
- B2B / B2C
- End to End Sales
- Leadership
- Performance Management
- Upselling
- Cross Selling
- Strategic Planning

EDUCATION

- 2013 B.Tech/B.E.
Maharishi Dayanand University (MDU), Rohtak
- 2009 XIIth
English
- 2007 Xth
English

WORK EXPERIENCE

- Apr 2024 - May 2025 Business Development Manager
Coactuar Communications
 - Led a team of 15 across sales, marketing, operations, and design to exceed quarterly sales goals in the B2B SaaS and events domain.
 - Managed a ₹1.5 Cr annual business, consistently maintaining 70% of revenue targets.
 - Handled complete sales cycle from prospecting to closure and contract execution.
 - Secured 3+ enterprise deals worth ₹20L+ each, contributing to a 20% YoY revenue increase.
 - Collaborated with cross-functional teams for solutioning, onboarding, and customer support.
 - Conducted C-level meetings, demos, and high-value negotiations.
 - Facilitated marketing content input and campaign alignment for better lead conversion.
 - Created detailed sales reports and presented pipeline status to senior leadership.

Revenue Forecasting

Content Marketing

Product Demonstration

Training

Business Operations

OTHER PERSONAL DETAILS

City Bengaluru

Country INDIA

HOBBIES

Travelling offbeat places, Sports, Podcast Tech and History

LANGUAGES

- English
- Hindi
- Bengali

Dec 2018 - Mar 2024

Business Development Manager

Think and Learn Pvt Ltd

- Managed teams of 15—30 sales associates, delivering ₹10L/month individual and 30K+ team DRPS consistently.
- Trained and mentored new joiners; provided weekly performance tracking and reporting.
- Oversaw CRM activity, customer appointments, revenue inputs, and compliance audits.
- Promoted to Manager within 6 months after achieving consecutive ₹10L+ sales months.
- Recognized for achieving 300% of sales target within a week with the team.
- Resolved client escalations and assisted in customer onboarding and post-sale support.
- Collaborated with departments including Operations, Payroll, and Finance for delivery.

Feb 2014 - Dec 2018

Area Manager

Franciscan Solutions Pvt. Ltd.

- Managed B2B SaaS sales and ERP implementation in 10+ educational institutions across East India.
- Supervised teams of 15—30 in field sales, demos, onboarding, and product testing.
- Led client meetings with CXOs to demo software modules (Payroll, Attendance, Fees, Library, etc.)
- Facilitated client satisfaction through regular check-ins, feature testing, and stakeholder meetings.
- Coordinated cross-functional efforts with developers, testers, and operations for seamless implementation.

INTERNSHIP

6
Months

Embedded Solutions

Mavenpro Technosol

Projects

120 Days



Led cube

Led cube instructions using 8051 micro-controller

COURSES & CERTIFICATIONS

- Indian Railways
- embedded systems 8051, led project
- Science