



Contact

Phone

9901127258

Email

manasac10@gmail.com

Address

Vijayanagar 3rd stage 'c' block
Mysore.

Education

Bachelor of commerce

Jain University college , Bangalore

Expertise

- Email/Linkedin Prospecting
- Cold calling and Strategic planning
- Market Analysis and Research
- Relationship Building and Networking
- Account Management/Mining
- Team Leadership and Collaboration
- Adaptability and Problem Solving

Language

English

Kannada

Hindi

Manasa C

Business Development Executive

Overview

2017-2019

Radisson Blu Plaza Hotel | Mysore

Business Development Executive

A Challenging Career in the field of Guest Relations. identifying new business opportunities, developing strategic partnerships, and driving revenue growth. Skilled in market research, lead generation, and negotiation. Excellent interpersonal and communication skills, adept at building and maintaining client relationships. Committed to delivering exceptional results and contributing to the success of the organization.

2021 - 2023

CES IT Pvt Ltd | Hyderabad

Business Development Executive

A Customer-centric sales partner bridging the gap between client and offshore delivery team for ISV's and Enterprises providing Digital Transformation services.

Collaborating with C-level executives across industries, transform their ideas into products with technology.

Align suitable resources and propose appropriate solutions by evaluating your current challenges in the SDLC.

Data Science | Cloud & DevOps | Mobile | UI/UX | Enterprise Application Development | BI & Data Analytics | Quality Engineering|

WORK EXPERIENCE

● Business Development Associate

Radisson Blu Plaza Hotel Mysore

2017-2019

- Creating new data and follow up with based on their potential. Segregation of the market.
- Meeting Corporate clients (Booker) and Travel Agents to generate business.
- Maintain good business relationship with corporate and travel agents.
- Compset and Market analysis for positioning the hotel.
- Business Strategy and action plan for promotions and branding activities.
- Social Media Promotions.

● Business Development Executive

CES IT Pvt Ltd

2021-2023

- Identifying and Expanding Market Opportunities - US & Canada Region - Researching and identifying potential markets, industry trends, and customer needs within the IT sector. Developing strategies to expand the company's client base and penetrate new markets.
 - Building and Nurturing Client Relationships - Establishing and maintaining strong relationships with clients, understanding their IT needs, and providing solutions to meet those needs. Acting as a trusted advisor and building long-term partnerships with clients.
 - Generating Leads and Sales: Prospecting and generating leads through various channels such as networking, cold calling, referrals, and attending industry events virtually. Developing and executing effective sales strategies to meet or exceed sales targets.
 - Collaborating with Technical Teams: Working closely with technical teams, to understand the company's offerings and effectively communicate their value to clients. Collaborating to tailor solutions to meet client requirements.
 - Creating and Presenting Proposals: Developing proposals, presentations, and sales materials to showcase the company's IT solutions and capabilities. Presenting these materials to clients, highlighting the benefits and value propositions of the products or services.
 - Market Intelligence and Competitor Analysis: Staying updated on market trends, emerging technologies, and competitor activities in the IT industry. Conducting competitive analysis to identify areas of differentiation and positioning the company's offerings accordingly.
 - Collaborating with Internal Stakeholders: Working closely with internal teams such as marketing, product development, and operations to align business development strategies with overall company objectives. Coordinating efforts to deliver exceptional customer experiences.
 - Monitoring and Reporting: Tracking sales metrics, pipeline development, Providing reports and updates to management on business development activities, sales performance, and market insights.
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Remarkable Accomplishments

- Financial Services Company - Generating \$8 Billion revenue in California, United States.
- Book Publishing Company - Generating \$550 Million revenue in California, United States.
- Human Resources Software Company - Generating \$110.0 Million revenue in Herndon, VA, United States.
- Healthcare Software Company - Generating \$147 Million revenue in Colorado, United States.
- Mobile App Development company - Generating \$77.9 Million in Colorado, United States.
- Networking Software Company for LGBTQ community - Generating \$173.4 Million in California, United States.
- Healthcare Company - Generating \$75 Million revenue in New York, United States.
- Financial Service company - Generating \$60 Million revenue in Toronto, Canada.
- Software Development company - Generating \$60 Million revenue in Santa Clara, United States.

I have successfully closed deals with numerous Million dollar companies, showcasing my ability to drive business development and secure valuable partnerships. Additionally, I have navigated challenges and addressed setbacks encountered by certain companies that ultimately decided to withdraw from agreements due to internal issues. My unwavering commitment to excellence is evident in my ability to overcome obstacles and deliver results in the face of adversity.

Achievements

➤ 2017 – 2019

Awarded As Employee of month for four consecutive periods of exceptional contributions and a steadfast commitment to excellence.

➤ 2021 – 2023

Recognized for orchestrating five prominent companies, including a billion-dollar corporation, my expertise in securing valuable partnerships and driving impactful business connections.

As a Business Development Executive with close to 5 years of experience in developing sales growth and expanding market presence. Proven track record of successfully identifying opportunities, building strategic partnerships, and closing deals within the [AgriTech, BFSI, Hospital & Healthcare, E-Learning, Logistics & Warehouse, Travel & Hospitality] sector. Adept at leveraging market insights, conducting comprehensive market analysis, and developing innovative strategies to achieve organizational objectives.

Excellent relationship-building skills with a demonstrated ability to establish and nurture long-term client relationships. Strong abilities with a collaborative approach to cross-functional team management. Demonstrated ability to understand client needs, align solutions to meet those needs, and deliver exceptional customer experiences. Committed to delivering exceptional results through a customer-centric approach and effective execution of business development initiatives. Seeking a challenging role where I can utilize my expertise to drive business growth and contribute to the success of a dynamic organization.

Strong communicating skills with delivering compelling pitches, proposals, and presentations to key decision-makers. Proficient in building rapport, establishing credibility, and influencing stakeholders at all levels of the organization.

Committed to continuous learning and professional development, staying up-to-date with industry trends, emerging technologies, and best practices in business development.

Seeking a challenging role where I can leverage my expertise, drive business growth, and make a significant impact on the success of an organization.

SINCERELY,

MANASA C
