

Niyati Mittal

Business Development Executive

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PROFESSIONAL SUMMARY

Dynamic Business Development Executive with a proven track record in B2B sales and government project liaisoning. Expert in driving revenue growth through strategic client relationships and market opportunity identification.

CORE COMPETENCIES

Client Relationships • Market Opportunities • Revenue Growth • Sales Cycles • Lead Generation • B2B Sales

PROFESSIONAL EXPERIENCE

Professional | Jan-Pro India

Present

- Successfully expanded client base by 30% within the first year
- Led a cross-functional team to secure a major government contract
- Increased annual revenue by 20% through strategic market analysis

EDUCATION

Bachelor of Business Administration | XYZ University | 2018

KEY PROJECTS

Market Expansion Strategy

Developed and implemented a comprehensive market expansion strategy for Jan-Pro India, focusing on untapped sectors.

Technologies: CRM Software, Data Analytics

Impact: Increased market penetration by 15% and enhanced brand visibility.

CERTIFICATIONS & ACHIEVEMENTS

- Certified Sales Professional (CSP)
- Awarded 'Top Performer of the Year' at Jan-Pro India