IMRAN ANSARI

Business Development Manager

💌 imranansari99919@gmail.com 📞 7015959734 👂 Nita Society D - 19 near icici bank Tadwadi Rander , Surat GJ

₩ 06 Feb 1995 **©** Single

₽≡ PROFILE

Seeking a Business Development Manager position in an environment where I can utilize my experience and my knowledge to add value to an organization.

EDUCATION

Bachelor of Engineering, LNCT INDORE

Aug 2014 - Mar 2018

RGPV University 7.25 CGPA

Indore

Secondary, HBSE

2014

HBSE Board 60%

Panipat

Matriculation, HBSE **HBSE Board 60%**

Panipat

2013



Business Development Manager, BYJU's

Jul 2023 – present

Surat

- **Role & Responsibilities**
- · Represent the company effectively with comprehensive knowledge of our offerings
- Research consumer needs and identify how our solutions address them
- Create and execute a strategic sales plan that expands our customer base and extends the company's global reach
- · Meet with potential clients and grow long-lasting relationships that address their needs
- · Identify knowledge gaps within the team and develop plans for filling them
- · Recruit sales representatives, set objectives, train and coach them, and monitor their performance

Sr.Business Development Associate, BYJU's

Jan 2022 - Jul 2023

Ahmedabad

Role: Developing strategic sales plans that expand the customer base and ensuring that the company maintains a strong industry presence.

Diligently engaged in creation and implementation of the team and franchisee partners for online education. Delivered excellent customer service while working with clients on daily basis for various new and ongoing product processes thereby increasing sales for front line sales team. Effective understanding of the needs of the clients and thus creating and modifying workflow charts and floor management.

Achivement:

- Been in Top 5 of Gujarat in September 22
- Achieved Top 4 Championship Tag in October 22
- Certified as Rising star in Gujarat, MP & Maharashtra by punching 7L Revenue in December
- Been in Top 5 in March 23
- Secured 2nd position in gujarat & been in Top 5 in Gujarat & Mumbai

P	SKILLS
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Client need assessment | Marketing and sales skills | Database management | Research | Time management Operation management | Strategic Planning | Business Planning | Process improvement | Revenue Growth

	⊕ LANGUAGES	
• Hindi	• English	
	**DECLARATION	
I hereby state that all the inform correctness of the information	tion noted above is accurate to tha best of my beliefs and i take full responsibility for the	e
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