

Priya Rajput

Senior Business Development Executive

9328622620

priyraj9328@gmail.com

◇ LinkedIn-<https://www.linkedin.com/in/priyarrajput/>

SUMMARY

Results-oriented and accomplished Senior Business Development Executive with a proven track record of surpassing revenue targets and driving strategic growth initiatives. Adept at cultivating strong client relationships, I bring extensive experience across diverse industries, including education and finance. Known for consistently delivering exceptional results, leading successful teams, and implementing innovative approaches to achieve and exceed organizational goals.

EXPERIENCE

Senior business development executive

Aakash Educational Services (AESL)

- Surpassed monthly business revenue plans by 1.5%, consistently exceeding set targets Achieved five consecutive sales-related accolades, including top Admission enroller and Anthe achiever in Vadodara Demonstrated monthly goal consistency and success in building and managing a 3
- person sales team Enhanced branch sales profitability by 25% through strategic initiatives, including customer base expansion and upselling Fostered 100% customer satisfaction by establishing positive and trusting client relationships Conducted 16-25 daily outside cold calls and 25+ phone calls, resulting in 2-6 pre qualified appointments weekly Generated 180 new customers in a 9-month business cycle Meticulously documented collection attempts and accurately answered 300+ customer inquiries Held the role of Senior Business Development Executive, overseeing Operations (60%) and Sales (40%) departments

Senior business development executive

Extramarks Educational India Pvt Ltd

Jul '22 — Dec '22

- Managed and addressed an average of 60 customer calls daily, adeptly handling inquiries, resolving issues, and disseminating information about new products. Successfully suggested product selections tailored to meet customer needs, highlighting key selling points such as quality and utility, leading to a remarkable 100% customer satisfaction rate. Facilitated and organized meetings with clients to ensure effective communication and strengthen relationships. Introduced an innovative approach to dissuade cancellations, resulting in a notable 3% decrease in customer attrition.

HDFC Life Insurance Advisor

CONCENTIX

Mar '21 — Jun '22

- Accomplished online insurance advisor with a successful track record at Hdfclife Insurance Advisor. Achieved a 17% increase in upsells through targeted conversations maintained an 85% sales rate, and mentored upselling, cross-selling, lead qualification, relationship building, cold calling, report generation, CRM software, and product knowledge.

online collection agent

Concentix Axis Bank

Aug '20 — Feb '21

- Research overdue account balances . Achieved monthly account balances. Successfully resolved over 50 percent of assigned mortgage deficiency collections Consistently met or exceeded monthly goals . Consistency ranked in the top 5 percent of collection agents in the process. Document all collection attempts accurately and truthfully.

EDUCATION

Master in Business Administration, Dr D Y Patil University

Jan '23 — Jan '25

Bachelor in Commerce, The Maharaja Sayajirao University of Baroda (GPA: 6.2)

Jan '19 — Jan '22

Silver oval school (GPA: 69%)

Jan '17 — Jan '19

SKILLS

Sales and Business Development Strategic Business Development, Revenue Growth & Target Achievement, Sales Strategy Development, Upselling & Cross-Selling Expertise, Sales Management

Customer Relationship Management Client Relationship Management, Customer Satisfaction Optimization, Relationship Building

Leadership and Team Collaboration Team Leadership & Collaboration

Data Analysis and Visualization Analytics, Data Science, Visualization, Data Visualization

Communication and Negotiation Cold Calling, Collections

CERTIFICATIONS

Data Analytics Visualization

Accenture North America

Data Science 101

