

# SUDHANSHU TYAGI

## BUSINESS DEVELOPMENT MANAGER

### CONTACT

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📍 Bangalore, India

### SKILLS

- Revenue Growth Acceleration Strategy
- Negotiation & Sales Pipeline
- Market Research & Presentation
- Partnership & Event Management
- Team Management & CRM
- MS Excel & MS Power point
- Critical & Creative Thinking

### EDUCATION

BA Programme

Delhi University, New Delhi

2019 - 2022

### COURSES

- Real World Product Management | Coursera
- Corporate Strategy - Feb 2022 | Coursera
- Business Analysis & Process Management | Coursera
- Spoken English & Personality Development - 2019

### PROFILE

4.5+ years Experienced Business Development Manager with a proven track record in Sales & Partnership Management, skilled in sourcing new business, wielding Market Knowledge to outmaneuver competitors, ride trends, and fuel growth, revving up Online Presence to amp up LinkedIn and Twitter, increasing page views and visibility while curating vibrant content, building & managing sales pipelines, planning Smart Marketing Campaigns to stay competitive and cultivate strong client relationships, negotiation, leading expos to attract new prospects, build a robust customer database, Utilizing SalesQL and Sales Navigator for CRM and supercharge business growth.

### WORK EXPERIENCE

#### BUSINESS DEVELOPMENT MANAGER

React Laboratories Pvt. Ltd.

August 2023 - Present

- Excelling in Sales & Partnership Management, Negotiation, Building Client Loyalty, and sourcing business with New Clients. Achieving Business Success using Market Knowledge, Beating Competitors, Riding Trends, Staying Ahead, and Fueling Growth.
- Boosting Business by planning Smart Marketing Campaigns to Stay Competitive and Build Strong Client Relationships.
- Revving up our Online Presence by Amping Up LinkedIn and Twitter, Increasing Page Views, Visibility Boosting, and Keeping LinkedIn Vibrant with Quality Content.
- Developing and overseeing sales pipelines, maintaining CRM, and monitoring associates' daily/weekly performance via CRM.
- Managing and Leading Expos to Attract New Prospects, Building a Strong Customer Database, and Supercharging Business Growth.

#### ASST. BUSINESS DEVELOPMENT MANAGER

Col. Security Service Pvt. Ltd.

February 2022 - August 2023

- Secured contracts for 60 security guards at Lulu Mall, Kerala, as well as 36 guards at Kennur International Airport, demonstrating exceptional achievement.
- Maintain comprehensive records encompassing sales, revenue, invoices, related documentation along with CRM management & sales pipelines.
- Efficiently oversee both internal and external communication channels and seize opportunities for new business and partnership.
- Successfully coordinated business meetings with prospective clients, skillfully promoting our companies products/services while addressing and anticipating their unique objectives.

#### TEAM LEAD (INSIDE SALES)

Clicks Talent Connect Pvt. Ltd.

July 2021- January 2022

- Effectively onboarded 32 instructors who contributed over 1800 hours of valuable course content to our online learning platform.

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## LANGUAGES

English 

Hindi 

- Expanding client base and facilitating face-to-face engagements in Bangalore and handled team of 12 sales executives.
- Streamlining lead generation on LinkedIn with advanced SalesQL and navigator.
- Ensuring instructor satisfaction post on-boarding and successful deal closures through exceptional service delivery & referrals from existing clients.

## **BUSINESS DEVELOPMENT EXECUTIVE**

Bus Coach India Pvt. Ltd.

July 2019 - June 2021

- Secured a lucrative advertisement contract from Tata Motors and Ashok Leyland for a duration of 2 years, with each company committing to a monthly payment of 1 lakh per advertisement.
  - Proactively identifying prospective clients and established meaningful connections.
  - Collaborated with Managers to showcase at Auto Expo, and secured advertising deals with top brands like Tata Motors & Eicher.
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