



Contact

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📍 Chandigarh

Skills

Ability to work under pressure.	100%
Ability to work in a team.	100%
Leadership Skills	100%
Proven sales track record	100%
Experience in customer support is a plus.	100%
Proficiency in MS Office CRM software.	100%
Communication and negotiation skills.	100%
Time management and planning skills.	100%

Achievements & Awards

- Representative of industrial major project.
- Actively participated in regional sports meet and quiz competition.
- Gold medalist in table tennis competition at Rayat and Bahra University.
- Silver and Bronze medalist in chess competition at Rayat and Bahra University.
- Achieved Pan India top ranking for consistent performance.

Language

- English
- Hindi
- Punjabi

Objective

Result-driven professional, targeting assignments in good multinational companies preferably in sales, marketing and engineering Industry of repute.

Experience

- Byju's** December 2021-Current
 Performance Manager
 Key Responsibilities :
 - A focused and goal oriented B.Tech (Mechanical) individual; zeal to make a winning career in Sales, Marketing and Engineering.
 - Gained exposure in managing all transaction processes and delivery of services; provided services to existing customers and managed all aspects of customer relationships.
 - Attained proficiency in expanding the business operations and sales and marketing activities in Himachal Pradesh, Punjab and Haryana.
 - Proven skills in breaking new avenues & driving revenue growth and proactively conducting opportunity analysis by keeping market trends/competitor moves to achieve market share metrics.
 - Trained in various leadership, sales management and financial planning module.
 - A quick learner with the expertise to work under pressure and meet deadlines.
 Excellent interpersonal, analytical and negotiation skills.
- Byju's** June 2020-December 2021
 Business Development Manager
 Key Responsibilities :
 - Handling team of 10 BDA's in Inside sales Model.
 - Help to plan sales campaigns.
 - Create a sales pipeline.
 - Negotiate pricing with customers.
 - Increase sales of the business.
 - Carry out sales forecasts and analysis and present your findings to senior management/the board of directors.
 - Develop the business sales and marketing strategy.
 - Track Revenue and input parameter of team members.
- Byju's** November 2018-June 2020
 Business Development Associate
 Key Responsibilities :
 - Used to do direct sale conduction in different cities in Northern India.
 - Managed LeadSquared and created sales pipeline.
 - Used to do calling on given leads and converted them into sales.

Education

- Rayat and Bahra Institute of Engineering and Biotechnology** 2013-2017
 B.Tech
 75%

