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"Narmadapuram" Madhya pradesh

# Somyata Singh gour

## BUSINESS DEVELOPMENT EXECUTIVE

### EDUCATION

#### "Master of business administration"

Barkatullah university : 2019-2021

Specialization in Human resources  
management and Financial management

#### "Bachelor of commerce"

Barkatullah university : 2016-2019

Studied Bachelor of commerce plain .

### SKILLS

- Lead generation
- Client Acquisition
- Client relationship management
- Developing strategies
- Negotiation and presentation
- Collaboration
- Market research and analysis
- Team management
- Sales presentation
- Sales reporting and analysis

### STRENGTHS

- Excellent communication
- Organized Multitasking
- Creative problem solver
- Team collaboration
- Team leading

### LANGUAGE KNOWN

Basically known

- English
- Hindi

### PROFILE

Highly motivated, dynamic and result driven Business development executive with over 1-2 years of experience in driving revenue growth, developing strategic partnership & managing client relationship. Seeking to launch my career as a business development executive to leverage my skills in negotiation, strategic thinking & market insights to drive revenue growth. Committed to applying my enthusiasm, adaptability & strong work ethics to make valuable contribution while gaining valuable industry experience.

### EXPERIENCE

**Business development  
executive**

**Sep 2023 – Feb 2024**

#### "Freelancer"

- Successfully secured new clients and negotiated contracts for various projects.
- Conducted market research and identified potential business opportunities.
- Developed and implemented strategic plans to drive business growth and exceed sales.
- Cultivated strong relationships with clients to ensure customer satisfaction.

**Business development  
executive**

**July 2022 – Aug 2024**

#### "Aaradhya's engineering and trading consultancy"

- prospected new business opportunities through cold calling resulting in 20% increase in client base.
- Negotiated and closed deals with clients resulting in excellent growth in revenue.
- provided excellent customer service to clients by providing consultation, solutions and proposal according to clients needs.
- Achieved 110% sales reports and forecast to track performance and identify area of improvement.
- Trained and mentored new sales executives to improve their sales skills and achieve their targets.

### Achievements

- Mentoring junior sales team members
- Developing new sales techniques
- Increasing clients revenue
- Team leadership
- Increasing company revenue