

Piyusha Patil

Senior Business Development Executive

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Profile

Results-oriented Senior Business Development Executive with over 2.7 years of experience in driving business growth, managing client relationships, and leading high-performing teams. Skilled in identifying opportunities, negotiating deals, and closing sales to expand market presence. Strong in CRM, strategic sales initiatives, and achieving business targets through effective team leadership and collaboration.

Key skills: - Business Strategy & Development - Client Relationship Management - Lead Generation & Negotiation - Sales Leadership & Team Management.

Professional Experience

- Senior Business Development Executive, WebXion Innovation Pvt Ltd**
 - Overseeing a dynamic sales team while driving business growth in WhatsApp Official, Chatbot, SMS, Voice Call, and IVR services.
 - Leading strategic initiatives to deliver innovative communication solutions tailored to client needs.
 - Mentoring and managing team performance to achieve targets and ensure professional development.
 - Building and maintaining strong client relationships, contributing to sustained revenue growth and customer satisfaction.

08/2024 – Present
Pune, India
- Business Development Executive, WebXion Innovation Pvt Ltd**

Spearheaded business growth by promoting cutting-edge communication solutions: WhatsApp Official, Chatbot, SMS, Voice Call, and IVR services. Delivered tailored solutions to enhance client engagement and streamline communication workflows. Played a key role in driving revenue and building lasting client relationships through innovative service offerings.

09/2022 – 07/2024
Pune, India
- Business Development Executive, Futurica Technologies Pvt Ltd**
 - Specialized in lead generation, cold calling, and client acquisition to drive sales growth.
 - Proficient in identifying new business opportunities and building strong client relationships.
 - Skilled in market research, CRM management, and achieving sales targets.
 - Demonstrated expertise in strategic outreach and negotiation to secure long-term business deals.

07/2021 – 09/2022
Pune, India

Education

- Bechelors Of Commerce (Hons.), Mahatma Jyotiba Phule Rohilkhand University**
- 2017 – 2020
Bareilly, India

Skills

- Team Leadership & Cross-Functional Collaboration
- API-Based Communication Solutions
- Sales Tools
- Product Demonstrations & Solution Selling
- Account Management & Client Retention
- Telecom & Cloud Communication Technologies
- Market & Competitor Analysis

Languages

- English
- Hindi
- Marathi

Projects

Yamaha R15, 2018

Certificates

- Tally ERP Solutions

Declaration

I hereby declare that the information provided above is true to the best of my knowledge and belief.