



SUDIEP MOHAN CHALKE

Growth Catalyst| Revenue Generator| Market Expansion

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Result-driven professional accustomed with proven management skills; targeting Sr. level assignments as Business Development with an organization of high repute

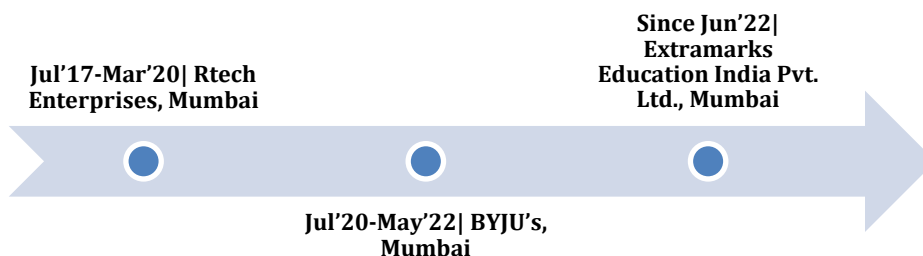


PROFILE SUMMARY

- **Business Development professional** with over 6 years of experience in **Sales, Marketing, Business Development** with profit & growth accountability
- **Broad-based expertise in devising emerging markets & overall channel optimization** plan to generate new business leading to network expansion
- **Impressive success in achieving profit and business growth objectives** within start-up, turnaround & rapid-change environments and managing complete functions of a company
- **Distinguished capacities in providing in-depth analysis of markets**, industry trends, competitors and clients to improve strategic planning & decision-making
- **Proven capabilities in engaging with clients & top management** for evolving strategic vision, driving change, building product/ services roadmap, infusing new ideas, implementing emerging technologies for the long run, and taking enterprise system performance & productivity to next level
- **Key People Leader**, who has successfully led and motivated large teams in a cross-cultural environment towards growth & success in the organization



CAREER TIMELINE



CORE COMPETENCIES

Strategic Planning& Leadership	<div></div>
Sales & Business Development	<div></div>
P&L Management	<div></div>
Revenue Expansion	<div></div>
Client Relationship Management	<div></div>
Client Acquisition	<div></div>
Competitor Analysis	<div></div>
Management Reporting	<div></div>
Market Research Analysis	<div></div>
Team Building & Leadership	<div></div>



EDUCATION

- **B.E. (Mechanical Engineering)** from Dr. D Y Paatil College of Engineering, Pune University, Talegaon in 2017



WORK EXPERIENCE

Since Jun'22| Extramarks Education India Pvt. Ltd., Mumbai

As Business Development Manager

Key Result Areas:

- Steering the formulation and implementation of corporate strategies for achievement of top-line & bottom-line targets
- Developing and effectuating competitive selling programs to improve product awareness and enhance growth
- Analyzing competition through market information to finalize the marketing strategy
- Administering business operations for the profit centre with a view to realize pre-planning sales and revenue targets; formulating profit centre budget for operational / business development activities
- Rendering sustained services for high ROI, increasing retention level by achieving quality norms and resolved their issues to attain high customer satisfaction
- Ensuring the successful accomplishment of preset business targets in face of growing competition; identifying the prospective clients, generating business from new accounts and developing them to achieve profitability

Highlights:

- Achieved 10% expansion of the customer base and generated 1.93 Cr. in revenue within 14 months. Attained the top rank in Pan Maharashtra and the 4th rank in all of India within the third month through the implementation of competitive pricing strategies
- Led daily sales huddles for an 8-member team, resulting in a noteworthy 10% improvement in customer retention. Spearheaded a comprehensive training program that culminated in a 20% increase in overall efficiency
- Overhauled and streamlined the leads pipeline, reducing customer onboarding time by an impressive 20%. Provided insightful guidance on job requirements and candidate criteria, leading to a remarkable 20% surge in recruitment success

Jul'20-May'22| BYJU's, Mumbai

As Pre-Sales Manager

Key Result Areas:

- Led cross-functional teams to achieve a significant 15% sales growth; mentored a team of 10 pre-sales professionals, leading to an impressive 35% efficiency improvement.
- Achieved 84 lacs in revenue as a Business Development Associate in 18 months by cultivating client relationships and creating new business opportunities

Jul'17-Mar'20| Rtech Enterprises, Mumbai

As Sales Executive

Key Result Areas:

- Successfully brokered INR 3Cr deals, strengthening client ties and increasing retention by 10% through diverse strategies
- Expanded customer base by 25% in just 6 months through effective lead generation
- Established key partnerships with industry leaders like Trident BKC and Kanakia Group, boosting market presence

PERSONAL DETAILS

Address : Gorai, Borivali West, Mumbai 91
Date of Birth : 21st November 1994
Languages : English, Marathi & Hindi