



Neha Landge

Senior Manager - Business Development

Contact

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Skills

Digital Marketing, SEO, SMM, Email Marketing , Content Marketing

Microsoft Office, Google Ad ward

Team management, Negotiation, Strategic planning

Relationship building and Management, Research

Languages

English

Hindi

Marathi

Results-driven Senior Business Development Manager with expertise in growing sales, improving stakeholder relations, and leading high-performing teams. Strategic thinker adept at capturing new business and capitalizing on dynamic market opportunities. Proven track record of surpassing targets through a results-driven approach.

Work History

2021-03 -
Current

Senior Manager Business Development

Tracxn Technologies Pvt. Ltd, Bangalore

- Working on the diversified set of clients like Venture Capital Funds Fortune 1000 corporates, Accelerators, IB's etc
- Effectively managing a team consisting of 3-4 members, overseeing both the inbound and outbound operations with precision and expertise.
- Effectively managing the key accounts in the APAC region and focusing on the focusing on the administrative revenue growth
- Responsible for the end to end sales process from prospecting to closure
- Maintaining a healthy sales pipeline and reaching out to the contacts by highly personalized emails followed by Demos
- Customizing the sales pitch according to the prospect and the situations.

2019-06 -
2020-07

Deputy Manager

ICICI BANK LTD, Mumbai

- Meeting new potential customers to understand their needs and work on full filling their requirements and Negotiation of the rates as the customer requirement keeping the generation of revenue.
- Handling the complete process form logging the file to disburse the loan, Which include, completing the documentation, dealing with customer, lawyer, credit and operations team, notary.
- Responsible for all area Sales & Service support to the customer.
- Regularly follow up with existing customers for the renewal and assist them with their problems.

2017-06 -
2017-09

Intern

SCHOOL OF DIGITAL MARKETING, PVT LTD, Pune

- Increasing website traffic by improving ranking
- Increasing brand awareness
- Make website easily findable over the web
- Build an interactive user friendly website.

Education

2017-08 - 2019-06	Master Of Business Administration: Marketing <i>Sinhgad Business School - Erandwane</i>
2012-08 - 2016-06	B.Tech: E&TC <i>Rajarambapu Institute of Technology - Islampur</i>
2011-07 - 2012-03	Higher Secondary Certificates: Science Education <i>Kusumtai Rajarambapu Patil - Islampur</i>
2009-06 - 2010-02	Secondary School Certificate <i>Kamlabai Ramname Kanya Vidyalaya - Islampur</i>

Certifications

2018-06	Certified Digital Marketing Intern, School of Digital Marketing - Jun 18 - Aug 18
2019-09	Training, CRISII, Sep 19

Honors & Awards

- Star Performer BD - SBDM for the month of March 2023.
- Star Performer BD - BDM for the month of January 2023.
- Star Performer BD - BDM for the month of September 2022

Accomplishments

- Name of Company/ Institute: Web & App Development
- Project Title: Study of increasing visibility with the help of Search Engine Optimisation through Digital Marketing.
- Location: Pune
- Name of Company/Institute: Rajarambapu Institute of Technology
- Project Title: Vehicle Tyre Condition Monitoring System.
- Location: Islampur