

LAXMI SHRINIVAS

Andheri East Mumbai
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Result driven Business Development Manager with more than 8 years of experience in solution selling and new business development

KEY SKILLS

- Presentation skill
- Customer acquisition /rapport building
- Team work /communication skill
- Contract Negotiations
- Sales planning and analysis
- Social media marketing

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Year 2010-2011- Bachelor of commerce from Thakur College of Art and commerce and science

WORK EXPERIENCES

- **(November 2019 to till Now):Puwen chime pvt ltd**
- **Designation:Business development manager**
 - **Responsible for account development and cold calling**
 - **Executing well designed integrated B2B marketing strategies**
 - **Running seminars for brokers**
 - **Collaboration with cross-functional teams to improve customer service and experience**
 - **Handling team of Business development executives**

- Handling entire pan India level brokers and franchise partner
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- **(Aug 2017-sept 2019): Indo Asian buildcom pvt ltd**
- **Designation:sr sales Deputy Manager**
 - Fixing appointments and giving presentations
 - Writing proposal and specification
 - Closing new deals by coordinating requirements
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- **(May2014-July2017):Itech nextgen software servicespvt ltd**
- **Designation:Business development manager**
 - Fixing appointments with management
 - Running seminars
 - Giving presentations/bringing closures
 - Handling team of sales executive
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- **(Feb 2012-mar 2014)(Rubix technology pvt ltd)**
- **Designation:Business development manager**
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- Cold calling and fixing appointment
- Giving presentations
- Giving training and consulting about the product and services
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- **Selected Accomplishment**
 - Responsible for raising the business 3 times more than the past
 - Assumed a lead role in a campaign which gave best returns to the company
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- **Personal detail :**
- **DOB:** 22/05/1992

- **Gender:**Female
- **Place:**Mumbai
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Laxmi

Shrinivas