

RISHABH VERMA

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Location: India

SUMMARY

Business Development Executive with 3+ years of experience generating leads, managing accounts, closing deals, and expanding customer relationships. Skilled in sales strategy, pipeline management, negotiations, and market analysis. Known for strong communication, target-oriented mindset, and excellent client relationship skills.

EXPERIENCE**Business Development Executive – AlphaGrowth Solutions (2021 – Present)**

- Managed and expanded a portfolio of 80+ active clients.
- Achieved 120% of quarterly targets consistently for 2 years.
- Created proposals, negotiated pricing, and presented solutions to decision-makers.
- Conducted product demos and coordinated follow-ups to convert leads.
- Collaborated with marketing teams to execute outreach campaigns.

ACHIEVEMENTS

- Increased company revenue by ■25L through strategic partnerships.
- Received “Top Performer Award – 2023”.

SKILLS

Sales Strategy, Lead Conversion, Client Management, Negotiation, CRM (Salesforce), Presentation Skills, Market Research, Forecasting, Communication

DECLARATION

I confirm all the above details are correct.