

DIVYANSH GUPTA

PROFESSIONAL SUMMARY

Highly motivated and results-driven Business Development Manager with a proven track record of driving revenue growth and fostering strategic partnerships in the IT industry. Seeking to leverage my expertise and strong business acumen to contribute towards a dynamic team and spearhead business expansion initiatives for an innovative and forward-thinking technology company.

EXPERIENCE

Enterprise sales specialist, 06/2023 - Current CallHippo - Remote

Responsibilities:

- Sales Strategy Development: Develop and execute comprehensive sales strategies to penetrate the enterprise market.
- Relationship Building: Build and maintain strong, long-lasting relationships with key decision-makers, stakeholders, and influencers within the enterprise organizations.
- Sales Presentations: Conduct persuasive and compelling sales presentations tailored to the enterprise audience.
- Negotiation and Closing: Lead negotiations and contract discussions with potential clients to secure profitable deals.
- Team Collaboration: Collaborate with internal teams, such as marketing, product development, and customer success, to share insights, coordinate efforts, and ensure a seamless customer experience.

Business Development Manager, 10/2021 - 03/2023 Code Brew labs - Chandigarh, CH, India

- Generated new business with marketing initiatives and strategic plans.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom-line profit.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Enforced use of required processes and tools for partnership management.
- Daily reachouts to over 50 Clients per day using linkedin Sales nav and Cold calling

Stark Automobiles , 08/2020 - 09/2021 Official distributor for JK tyres - Baddi , India

- Worked flexible hours across the night, weekend, and holiday shifts, and undertook B-2-B and B-2-C Sales with commission-based incentives on each item sold.
- Negotiated rates with Dealers which were acceptable to both parties
Carried out High Volume Tyre Trading on behalf of the firm.
- Rendered Reasonable Marketing Schemes to Potential Wholesalers.



CONTACT

Address: Chandigarh, 160104

Phone: , 8894110825, , , ,

Email: divyanshgupta11@gmail.com

CORE QUALIFICATIONS

Energetic Work Attitude

- Strong Organizational Skills
- Top Sales Performer
- Product and Service Sales
- Verbal and Written Communication
- Telecommunication Skills
- Sales Expertise
- Digital Sales
- Revenue Generation
- New Business Development
- Lead Qualification
- Research

EDUCATION

Bachelor of Science, Sciences, 2021
Punjab University - Chandigarh, CH