PRITHA SARDAR

S E N I O R B U S I N E S S D E V E L O V E M E N T E X E C U T I V E

**P E R S O N A L P R O F I L E**

Hardworking and ambitious.Motivated and results-driven professional with a passion for the recruitment and staffing industry. Seeking to leverage staffing, sales, and recruitment to contribute effectively to a dynamic team. Committed to continuous learning and growth, with a strong dedication to delivering high-quality work and exceeding expectations.

**C O N T A C T**

**S K I L L S**

Seeking Business Development role to leverage exceptional communication and networking skills for growth..

Proficient in sales, C2H strategies, staffing solutions, and SAAS selling

Proven ability to excel within teams and work independently.

Strong multitasking and manage team target. Committed to delivering high-quality results aligned with organizational standards.

Skilled in identifying top-tier talent and matching client needs through staffing knowledge.

Proficient in conducting client meetings, establishing rapport, and lead generation. Expertise in cold calling, cold emailing, LinkedIn Sales Navigator, Zoom Info, and Hub Spot.

Capable of sourcing potential leads and strategically managing customer relationships.

Experienced in managing LinkedIn accounts, crafting impactful posts, and boosting brand visibility.

Enthusiastic about contributing significantly to company success and personal growth.



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**W O R K E X P E R I E N C E**

The Higher Pitch - Inside Sales Senior BDE FEB 2023 - PRESENTLY WORKING

Inside Sales Senior Business Development Executive (BDE) at Mastech Digital, specializing in staff augmentation.

Foster strong relationships with US clients, ensuring satisfaction and retention.

Proficient in candidate sourcing via LinkedIn and Zoom Info..

Contribute to organizational processes and procedures, ensuring timely reporting. Consistently meet and exceed monthly targets, earning recognition from managers.

**P R O J E C T W O R K**

Completed project work of Hebron properties In Sales and Marketing as an intern.

# E D U C A T I O N

1. Bachelor of Arts (Graduation) in English from Calcutta University.
2. Post Graduate Diploma in MBA (Sales & Marketing) from Breathier University.
3. Certificate for Excel.
4. Diploma in PGDM program for Retail Business.
5. Digital marketing certificate for email marketing
6. Google certificate for Google ads campaign Google
7. Hub spot certificate for digital marketing.

## Digital Aptech Pvt Ltd, Senior Business Development Executive.

2022 DEC - 2023 FEB

Senior Business Development Executive (BDE) specializing in staff augmentation. Cultivate strong client relationships, focusing on client satisfaction.

Utilize LinkedIn to attract new clients, reducing reliance on cold calling.

Negotiate price with client and vendor partner.

Consistently achieve and exceed monthly targets, earning managerial recognition..

Handle vendor and client interactions, including C2H arrangements.

Maintain and update the CRM on a daily basis for efficient tracking.

**Nexval Infotech,Senior Business Development Assistant Manager(Team Lead)** DEC 2019 - DEC 2022

Tech company offering IT solutions in consulting, staff augmentation, and SAAS- based modules.

Modules include attendance, payroll, visitor tracking, material tracking, and employee onboarding.

Supporting the inside sales team in day to day job.

High volume of generating proposals, creating templates and updating data. Specializing in UK IT sales and staff augmentation for the past 1year.

Coordinate with manager and assigned task accordingly.

Proficient with HubSpot, holding 1 year of experience.

Provide online demonstrations for clients' better understanding..

Skillful in maintaining and nurturing client relationships to address their needs.

Over 2 years of experience in lead generation using LinkedIn Sales Navigator and ZoomInfo for staff augmentation.

Utilize LinkedIn for client acquisition, reducing dependence on cold calling. Consistently meet monthly team targets, garnering managerial recognition.

Dedicatedly maintain CRM on a daily basis.

INTERESTS &ENGAGEMENTS

.completed masters in Painting.

Diploma in Kathak dance Traveller. love to travel.

Food lover.

## Angel Broking Pvt Ltd, Relationship Manager

NOV 2018-NOV 2019

Building a positive relationship with customers. Selling Demat account, insurance like health and life insurance.

Understand customers' needs and develop plans to address them.

Try to close more Demat accounts daily. Achieved monthly basis targets.

## Tata Business Support Services- Customer Supprot Executive

JUN 2016 - JUN 2017

Create a relationship with customers

Analyze and make decision-based on customer care date.

Convince customers to buy yearly packages instead of taking monthly packages.

Meet customers expectations on daily basis.

Get appreciation from seniors for achieving monthly basis targets.

Properly maintain CRM daily.

**C E R T I F I C A T E S**

Graphics & Interactive Multimedia suite. Diploma course in Information Technology Application.

Certified in the junction (Tata employability skill training programme) on Business Process Outsourcing Training.

Diploma in PGDM program for Retail Business. Digital marketing certificate for email marketing Google certificate for google ads campaign Google certificate for google video campaign Hubspot certificate for digital marketing.