

Jayashri Bagade

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CAREER OBJECTIVE

A results-driven Business Development Executive with the experience in driving international sales growth for engineering design services. Proven track record of identifying new opportunities, cultivating client relationships, and exceeding revenue targets. Seeking to leverage expertise and accomplishments to contribute to a dynamic organization's success.

WORK EXPERIENCE

Technosoft Engineering Projects Limited [Business Development Executive; July 2022 - Present]

- Driving International / Global [UK, Europe] Sales efforts for the engineering design services increasing revenue in the past year.
- Developing and maintaining a database of potential clients through cold outreach resulting in excellent conversion rate and expansion of the client base.
- Conducting market research to qualify potential leads by understanding requirements of the prospects and building a pipeline of the prospects within assigned territory.
- Developing new sales opportunities through outbound leads, follow-ups, outbound cold calls, emails and LinkedIn communications.
- Scheduling F2F or Teams meetings of decision makers with the Business Development Manager and providing assistance in the further development and closure of the leads.
- Lead generation and prospecting with excellent cold calling techniques, strong communication and interpersonal skills, email marketing and campaign management.
- Consistently maintaining an organized follow-up schedule, ensuring timely responses to client enquiries and requests.
- CRM Software Proficiency in Salesforce.

Repos Energy India Pvt Ltd [Sales Associate, Credit Associate; June 2018 - January 2020]

- Evaluated clients credit data and financial statements in order to determine the degree of risk involved in providing credit to the clients.
- Examined financial transactions and credit history of clients to assess their ability to honor financial obligations. Processed Credit Approval data. Payment Recovery from the Business Clients.
- Quality Leads Generation (Booked Appointments via cold calls)
- Coordinated with clients about their requirements and helped them with the best buying options.
- Smart Prospecting to boost sales productivity and win more deals through referrals, research and networking.
- Effective Follow up after a sale or conversion.
- Created an efficient marketing strategy to attract more potential clients.
- CRM proficiency in HubSpot.

Firstsource Ltd [Senior Customer Service Associate; May 2012- February 2014]

- Worked as a Senior Customer Service Associate for British Telecom (BT Mobility) which involved selling Laptops and smart phones to BT Engineers and also technical troubleshooting of Broadband faults reported by BT Retail customers.
- Closing sales of BT Sport subscription to BT Broadband customers.

Infosys [Process Executive; January 2010 - March 2012]

- Job role entailed selling Verizon Internet Security Suite (VISS – Antivirus software) to Verizon customers and also technical troubleshooting of wireless and wired routers for ISP (Internet Service Provider) - Verizon (USA) - (Business-to-consumer B2C)

EDUCATION

BE (E&TC) (Bachelor of Engineering - Electronics and Telecommunication) – Pune University
(June 2008)

Maharashtra State Board, India - Fergusson College, Pune
(June 2004) Higher Secondary Certificate (10+2 equivalent)

Maharashtra State Board, India - MIT, Pune
(June 2002) Secondary School Certificate

PERSONAL DETAILS

- Date of Birth - 1st February 1987
- Nationality- Indian
- Languages - English, Hindi and Marathi (Excellent fluency in both modes of communication - written and verbal)