

# ABHISSHEK VISHWAKARMA

## Dynamic Business Development & Sales Professional

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## EXPERIENCE

### Business Development Associate

#### BYJU's - Think & Learn Pvt. Ltd.

Apr 2019 – June 2020    Pune, MH

- Expertise in direct sales using proper channelized pipeline i.e. calling, fixing, meeting and closing.
- Efficiently handled and enhanced post sales services for all vendors and end users.
- Identified and developed strategic relationships with business partners and potential clients and generated 60lakhs+ revenue for the organisation.
- Accommodated and retained clients with ease by keeping the product and related services readily available for them which lead to more revenue generation.

### Campaign Manager HQL & AG

#### Demand Matrix

Aug 2018 – Jan 2019    Pune, MH

- Device and run marketing campaigns for products, services or events that target consumers or other businesses.
- Training and Mentoring a team of 14 members to generate ANT/ BANT level leads for Clients.
- Initiating Strategies for success in Appointment Generation Campaigns.
- Resource and Client Management.
- Perform client presentations articulating the value proposition of product, solution, service offerings and coordinate efforts to improve the customer experience at the point of sale.
- Apply sharp analytical abilities in providing sales projections on monthly/quarterly and yearly basis.

### Senior Business Analyst & Mentor

#### Flexisales Inc.

June 2017 – July 2018    Pune, MH

- Developing and consistently maintaining A Strong Sales Pipeline with the clients.
- Plan and implement strategic campaigns to promote industry specific and horizontal solution offerings.
- Establish contact with identified decision makers (Director level contacts, CxOs) in target accounts to evaluate new business opportunities.
- Lead and guide a team of twelve analysts and assign the necessary responsibilities.

### Business Development & Operations Manager

#### Meccademia Education

Feb 2015 – Feb 2016    Dubai, UAE

- Spearhead operations of 2 centers and develop and implement business improvement strategies in terms of sales and marketing across UAE.
- Define the business mission and performance standards across all functional areas and periodically review performance with the deft application of concurrent management audit procedures.

## LIFE PHILOSOPHY

*"Life has no remote....get up and change it yourself!"*

## PROUD OF



### Courage I had

SIBAR SPLENDOR, at SIBAR Excellence Awards 2014, Pune

Outstanding Performance in an event "Cos-set to Corporate" at SIBAR, Pune, 2013



### Training

- "Consumer Insight In Modern Trade Stores"- sales training with CARGILL Foods India Ltd.

- "Consumer Response Towards Ravar jobs-with Ravar Group  
-in-plant training at Koradi Thermal Power Plant Nagpur, MH  
-Hands on practical exposure on brands like Siemens, Allen Bradley, ABB-Asea Brown Boveri, Honeywell, Schneider, GE-Fanuc, Omron, Mitsubishi

## STRENGTHS

Smart Working

Persuasive

Motivator & Leader

Decision making

Business Development

Direct Sales

Strategic Thinking

Resource and client Management

Eye for Details

Requirement Analysis

## LANGUAGES

English

Hindi

Marathi



## EDUCATION

MBA in Marketing

Pune University

2015

B.E in Electrical Engineering

Nagpur University

2013

- Compile and present monthly reports to the Managing Director regarding sales, marketing, revenue leakages, and customer service.
- Keep a tab on business dynamics and realign policies and programs to combat competition and stay firmly afloat in a fiercely competitive market.

## A DAY OF MY LIFE

