

MOHAN KRISHNA PENTYELA

Business Development & Sales Professional

■ 8328208352 | ✉️ mohankrishnap81@gmail.com | ■ Ongole, Andhra Pradesh

PROFESSIONAL SUMMARY

Dynamic Business Development and Sales professional with 8+ years of progressive experience across Chemicals, Solar Energy, Paints, and FinTech industries. Proven expertise in driving revenue growth, client acquisition, and market expansion. Adept at building strong customer relationships, leading sales teams, and consistently exceeding sales targets.

CORE SKILLS

| Business Development | Sales Strategy | Client Acquisition | Negotiation |
|-------------------------|-----------------|--------------------|------------------|
| CRM & Relationship Mgmt | Team Leadership | B2B & B2C Sales | Market Expansion |

PROFESSIONAL EXPERIENCE

Klauz Specialities Pvt. Ltd. (Chemicals) — Business Development Executive

2023 – Present

- Spearheading client acquisition and driving chemical sales in new markets.
- Built strong relationships with 50+ clients ensuring repeat business.
- Achieved 100% of monthly revenue targets consistently.

Freyr Energy — Sr. Solar Sales Specialist

2019 – 2023

- Led rooftop solar panel sales across AP & Telangana regions.
- Generated 30% YoY growth and closed multiple high-value projects.
- Recognized as top performer for achieving ■1 Cr+ annual sales.

Asian Paints — Team Leader / Sr. Sales Executive

2016 – 2019

- Managed a team of 8 sales executives to deliver business growth.
- Expanded dealer network by 25% and boosted regional sales.
- Achieved 120% of annual sales targets in FY2018.

Paytm Services — Sales Executive

2014 – 2016

- Promoted EDC machines & QR code adoption among merchants.
- Onboarded 200+ new merchants, surpassing quarterly targets.
- Played key role in early adoption of Paytm's digital payments.

EDUCATION

B.Tech (Information Technology) — S.S.N Engineering College, JNTU University, AP (2010–2014) — 60.3%

12th (Intermediate) — Sri Chaitanya Junior College (2010) — 55.6%

10th (SSC) — Padmavathi Residential School (2008) — 61.3%

TECHNICAL SKILLS

Operating Systems: Windows 7/2000/XP | Tools: MS Word, PowerPoint, Excel, Wings

ADDITIONAL INFORMATION

Languages: English, Telugu

Strengths: Adaptable, Quick Learner, Team Player

Hobbies: Listening to Music, Watching Cricket

PERSONAL DETAILS

Father's Name: Nageswara Rao

Date of Birth: 22-09-1992

Sex: Male

Marital Status: Single

Languages Known: English, Telugu

Permanent Address: Karumanchi (Vil), Tanguturu (Mdl), Prakasam (Dis), Andhra Pradesh – 523272

DECLARATION

I hereby declare that the details furnished above are true to the best of my knowledge.

Place: Ongole

Date: _____

(Signature)

Mohan Krishna Pentyela