



MANASHVI TRIPATHI

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Gurugram

Skills

- Strategic Sales & Marketing
- Blogging
- Professional Communication skills
- Client Focus
- Prospecting & Lead Generation
- Product Expertise
- Digital Marketing
- Active Listener
- Team Player
- Strong Business relationships builder
- Sales Navigator
- ChatGPT
- Data Analytics platform

Awards

- Sales and Marketing Wizard
- Bharat PSU Manthan 2025 Awardee
- SUD Life Insurance Company's top performer

About Me

Business Development Manager with a strong background in government sales, strategic partnerships, and digital transformation. A strategic user of AI tools like ChatGPT and Sales Navigator to accelerate lead generation, personalize outreach, and streamline sales workflows. Proven expertise in B2B sales and client relationship management, with a knack for simplifying complex technical concepts and delivering compelling product demos. Known for driving business growth through innovation, data-driven strategy, and clear communication.

Experience

SNUG Technologies Pvt Ltd.

Government Alliance Manager

Gurgaon

May 2025

- Drive government sales by engaging ministries, PSUs, and CXOs for digital transformation.
- Managing strategic partnerships and events with AVAYA, including Bharat PSU Manthan and international expos.

NewFangled Vision Pvt Limited

Sr. Business Development & Growth Manager

Delhi

Jul 2023 - Apr 2025

- Responsible for generating leads through phone calls, social media and emails.
- Ability to translate technical information for a non-technical audience like CEOs, CFOs, MDs and Decision Makers.
- Provide expert support for product demos and presentations, focusing on the technical aspects of tools such as Lusha and Sales Navigator.

Edelweiss Broking Limited

Sr. Wealth Manager

Delhi

Aug 2021 - Oct 2022

- Taking care of B2B sales functions, Franchise and wealth management and implementing Customer Acquisition Strategy.
- Maintaining client relationships and generating AUM Advising clients on their investments and managing their portfolio.

SUD LIFE INSURANCE COMPANY

Assistant Manager

Delhi

Jul 2020 - Aug 2021

- Promote high-quality sales, supply, and customer service processes.
- Identify key personnel in client organisations to cultivate profitable relationships.

IndusInd Bank Limited

Client Account Officer

Delhi

Oct 2017 - Jun 2020

- Identify potential clients through various channels, cold calling, referrals, or assigned leads.
- Identify opportunities to sell additional IndusInd Bank products and services that align with a client's financial situation.

Education

Veer Bahadur Singh Purvanchal University,Jaunpur

M.Com

Apr 2017

Kumaun University, Nainital

B.Com

Dec 2014

Accomplishments

- Closed key deals in PSU and enterprise sectors
- Lead SNUG's participation as Diamond Partner at major events
- Used AI tools (ChatGPT, Lusha, Apollo, etc) to boost lead generation
- Delivered 100+ demos to CXOs and decision-makers
- Built long-term partnerships with PSU, BFSI, and enterprise clients