

Mohd. Sageer

Business Development Manager

Business Development Manager with a demonstrated history of working in Education sector for 1 yr and 8 months. Skilled in sales planning and strategies, team management, market research, referral generation. Strong Business development professional with a Bachelor's degree.



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WORK EXPERIENCE

BDM(Business Development Manager) WhiteHat Jr-Live Online Coding For Kids

08/2020 - Present

Mumbai

Achievements/Tasks

- Worked in a highly competitive and revenue focused filled with incentive role which involve contacting with clients with **CRM Salesforce.com** engaging with them on telephonic conversation and closing the clients on call using **Salestrail and Slaesken**.
- Formulate, direct and coordinate marketing and sales activities and policies to promote product and services
- Discussing all the financial aspects and payment related queries for on spot sale closure.
- Referral generation from enrolled clients.
- Achieved **5 closures in a day**.
- **International sales** by reference.

BDA(Business Development Associate) BYJU'S-The Learning App

02/2019 - 06/2020

noida

Achievements/Tasks

- Worked in a highly competitive and revenue focused filled with incentive role which involve contacting with clients with **CRM Leadsquared.com** engaging with them on telephonic conversation and then fixing a direct sales appointment platform used **Ameyo**.
- Formulate, direct and coordinate marketing and sales activities and policies to promote product and services. Discussing all the financial aspects and payment related queries for on spot sale closure.
- Pre and Post sale clarification and management.
- Awarded with **BEST SALES PERSON AWARD**.
- Awarded with **EMPLOYEE WITH HIGHEST ARPU**.
- Maintained **Highest Customer Retention 94.3%**.

EDUCATION

Graduation

Galgotias College of Engineering and Technology

07/2015 - 07/2019

Greater Noida

B Tech. mechanical engineering

- 78.14%.

12th

New Public Collegiate Inter College

07/2012 - 07/2014

lucknow

pcm

- 87.20%

SKILLS

Assiduous

Adaptive

good communication skills

public speaking

Critical Thinking

Goal Oriented

Resilient

team work

PERSONAL PROJECTS

Turning Force Dynamometer (06/2018 - 03/2019)

- The Dynamometer was capable of calculating the force component of forces occur during the turning operation in lathe machine.
- we successfully developed the dynamometer to measure the axial component of the force with accuracy.
- the working model was created and testing was in Galgotia's lab.

ACHIEVEMENTS

Best sales person of the week (12/2019 - 12/2019)

I was awarded with the best sales person on the weekly revenue basis on the cycle 28 nov 2019 to 5 dec 2019, as successfully punched 423k revenue.

Highest ARPU (11/2019 - 12/2019)

I received the Highest Average Revenue Per sales Person award for having a ticket size of 105.75k.

Attended National Seminar on "Interdisciplinary approach of science in advancement of technology: Art of Human Welfare." (03/2019 - 03/2019)

the seminar was focused on the development of modern technology as to ensure the society will develop at a steep growth with sustainable and Eco friendly resources.

Training-NTPC Dadri(Ash management plant) (06/2018 - 07/2018)

Controlling and supplying the ash to different areas and collecting it on a distinct location.

training-SCOOTERS INDIA LTD.(Welding) (06/2017 - 06/2017)

AC Welding of 750D frame.

GATE (02/2019 - 02/2019)

cleared GATE EXAM with 55.33 marks(AIR 7198).

LANGUAGES

english

Full Professional Proficiency

Hindi

Native or Bilingual Proficiency

INTERESTS

Reading

Research and Development

Cubing

Design

Investing

Modern Technology