

Vijayank. Y R

With **3 Years of experience in Inside Sales / Business Development (B2B). Experienced in IT Services, Software & Technology Services. Specialized in Lead generation, Client acquisition and Successful client retention.** Adept at identifying opportunities in complex markets across India, Europe, Middle East and APAC. I excel in all aspects of sales cycle from prospecting to closing deals. Known for consistently exceeding sales targets and contributing to organisational growth.

Work Experience

Quess Corp, Senior Business Development, Bengaluru

August 2023 - Present

- **Achieved a Revenue of 1 Crore and Counting.**
- **Lead Generation** with LinkedIn, Lusha, Apollo and Google search.
- Contacting potential clients through **Cold calling, Email marketing, LinkedIn in mails.**
- Connecting with **CXO, CEO, CTO, VP** and Managers for Business opportunities.
- Writing business proposals and Crafting impactful **sales pitch.**
- **Leading Introductory meetings** to ensure a smooth transition.
- **Negotiated** terms and pricing with key stake holders and **Closing deals.**
- **Up Selling and Cross selling** within key clients.
- Develop and maintain strong relationship with key clients.
- Create and execute strategic account plans to **maximise revenue.**
- Effectively communicating the client needs, Challenges and feedback to relevant internal teams.
- Collaborate cross-functionally with internal teams for **NDA, Project agreements, Quotations and Invoices.**

Nakshatech PVT LTD, Business Development Executive, Bengaluru

February 2022 - July 2023

- **Achieved a Revenue of 56 Lakhs.**
- **Lead Generation** with LinkedIn, Lusha and Apollo.
- Contacting potential clients through **Cold calling, Email marketing, LinkedIn in mails.**
- **Connecting with CXO, CEO, CTO, VP** and managers for Business opportunities.
- Positioning services by Crafting impactful **sales pitch.**
- Involved in **Quote negotiation and Deal closing.**
- Acted as a point of contact between Client Company and Within the organisation.
- **Up selling and Cross selling** to key accounts.
- Bringing new business opportunities to the organisation.

Contact

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Skills

- B2B Sales
- Lead Generation
- Cold Calling
- Email Marketing
- Market Research
- Client Onboarding
- Writing Business Proposals
- Negotiation & Deal Closing
- Developing Sales Strategies
- Interacting with C-Suite
- Key Client management
- Customer relationship
- Client Retention

Tools

- LinkedIn
- Lusha
- Apollo
- RocketReach
- Zoominfo

Education

- **B.Com** - Seshadripuram Institue of Commerce & Management, Bengaluru.
- **12th Grade** - Hymamshu Jyothi kala Peeta, Bengaluru.
- **10th Grade** - Vidyanjali Academy For Learning. Bengaluru.

Hobbies

- Cycling
- Cricket