

SHRUTHI S

Business Development Executive

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Summary

Experienced Business Development Executive with a strong background in driving growth and establishing strategic partnerships. Proven ability to increase client acquisition and lead market expansion initiatives. Skilled in market research, executing marketing strategies, and delivering compelling presentations. Excellent communicator and negotiator, adept at managing the full sales cycle and collaborating with cross-functional teams to achieve business objectives.

Skills

Sales and Negotiation • Market Research • Client Relationship Management • Lead Generation • CRM Tools • Cold Calling • Tool / Technology

Experience

GetMyUni

Bengaluru

Inside Sales Executive

01/2023 - 01/2024

As an Inside Sales Executive at GetMyUni, I drove sales and expanded the company's presence in the education technology sector. I managed the entire sales process, from lead generation to closing deals and post-sale follow-ups. By conducting market research and using CRM tools, I identified and targeted potential clients, resulting in a 25% increase in new customer acquisition. I worked closely with marketing and product teams to align sales strategies and delivered effective product presentations to educational institutions. My communication and negotiation skills, along with my understanding of the education technology market, helped me consistently exceed sales targets and contribute to the company's growth.

Tech Mahindra

Bengaluru

Associate - Customer Support

06/2022 - 12/2022

Flipkart. I effectively managed inquiries via phone, email, and chat, ensuring quick resolutions for order, product, and service-related issues. I maintained accurate customer records using CRM systems and worked closely with teams across departments to improve service delivery and customer satisfaction. My dedication to detailed assistance and issue resolution upheld high standards of support.

Education

Board of Technical Education-Bengaluru

Electrical & Electronics Engg

10/2016 - 06/2019

Nandini Public School

Science

05/2016

Languages

☐ English

☐ Kannada

☐ Malayalam

☐ Tamil