

SUMMARY

Dynamic and results-oriented Business Development Executive with over three years of experience in a fast-paced startup environment. Proven track record in driving customer engagement and converting leads into revenue.

EDUCATION

Calcutta University

Bachelor's Degree in Finance and Accounting
2016 – 2019

Vidyasagar University, Midnapore

Master of Business Administration in Finance
2019 – 2021

SKILLS

- Sales and Negotiation:** Strong sales skills with the ability to negotiate and close deals effectively.
- Customer Relationship Management:** Expertise in building and maintaining long-term customer relationships.
- Strategic Thinking:** Ability to develop and execute strategies that drive business growth.
- Team Collaboration:** Excellent teamwork and collaboration skills, working effectively with cross-functional teams.

ACHIEVEMENTS

- Increased Revenue:** Contributed to a significant increase in the company's revenue by successfully converting leads into paying customers.
- Customer Retention:** Achieved a high customer retention rate through exceptional service and relationship management.
- Process Improvement:** Identified and implemented process improvements that enhanced team efficiency and customer satisfaction.

PROFESSIONAL EXPERIENCE

Business Development Executive

Least Count Technology Solutions Pvt. Ltd.
January 2021 – December 2023

- Customer Acquisition and Management
- Cross-Functional Collaboration
- Sales Strategy and Execution
- Revenue Generation
- Customer Satisfaction

Internship - Sales Associate

Least Count Technology Solutions Pvt. Ltd.
October 2020 – December 2022

- Acted as the primary point of contact for potential customers, establishing initial relationships and fostering trust.
- Successfully converted primary customer contacts into financial inflows through tailored sales strategies.
- Facilitated effective communication between departments to streamline processes and enhance service delivery.

Reason for Leaving

Resigned due to family matters, I took a step back to address personal and family matters, allowing time to recharge and return to work with renewed energy and enthusiasm.