

Urvashi Debroy

Business Development Manager

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Results-driven Business Development Manager with one and half years of experience in driving sales growth, identifying new business opportunities, and building strong client relationships. Proven track record in developing strategic plans and implementing effective sales strategies to achieve revenue targets. Highly skilled in market research, competitive analysis, and cross-functional team collaboration.

Experience

● Content Writer

2021-2022

Big Pitchr | New Delhi, India

- Conducted thorough research on industry-related topics to produce accurate and informative content.
- Collaborated with marketing and design teams to ensure content alignment with brand voice and marketing goals.
- Edited and proofread content for clarity, grammar, and style, maintaining a high standard of quality.

● Business Development Manager

2022- Present

Dvouch LLC | Wyoming, USA

- Identified and pursued new business opportunities, resulting in a 25% increase in client base.
- Built and maintained strong relationships with clients, ensuring high levels of satisfaction and retention.
- Managed the sales pipeline and tracked progress using CRM software, ensuring timely follow-ups and conversions.
- Developed and executed sales strategies to achieve and exceed revenue targets.

Key Competence

- Process improvement
- Data-driven strategic planning
- Cost-benefit analysis
- Strong interpersonal skills
- Exceptional organisational skills
- Report writing and presenting
- Critical thinking skills
- Excellent communication skills
- Exceptional problem solving abilities
- Ability to work independently and as part of a team

Education

High School

2017-2019

G.D Birla Centre for Education

University

Future Institute of Engineering and Management

2019-2022

Bachelor in Science (Honours)

Media Sciences

GPA 3.10