



Ramya Shetty

BUSINESS DEVELOPMENT MANAGER

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📍 Bengaluru, India

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Profile

Driven business development professional with 3 years of experience. Skilled in market research, lead nurturing, and building strong relationships with key decision-makers, driving business growth through strategic partnerships, lead generation, and effective communication. Proven ability to secure new clients and exceed sales targets.

Employment History

Business Development Executive , Webmobi 365, Mumbai

June 2021 — August 2021

- Sending Request connection & emails on Linked-in
- Maintaining Excel sheet

Business Development Executive , Words lead, Remote

September 2021 — January 2022

- Market Research and Analysis
- Conduct thorough market research to discover industry trends.
- Sending proposal emails to specific clients
- Following up.
- Collaborated with marketing and business development teams to identify and pursue new sales opportunities
- Developed and implemented a business continuity plan that ensured business operations continued seamlessly in the event of a crisis

Business Development , Jupiter Ai Labs, Noida

November 2022 — April 2024

- Lead generation through email campaigns, cold calling, and social platforms.
- Business development involves acquiring new clients, nurturing existing ones, and managing vendors.
- Utilize cold calling, LinkedIn, and networking for lead generation and onboarding new companies.
- Foster relationships with current and potential clients to understand their needs.
- Handle contract negotiations, rates, MSAs, contracts, and NDAs.
- Work closely with business leaders to define role requirements.
- Manage the entire sales process until successful closure.
- Collaborate with client hiring managers to identify staffing needs and screen resumes.
- Conduct candidate interviews and administer assessments.
- Experience in both contract and full-time job placements, including reference and background checks.
- Provide recommendations to hiring managers and coordinate interviews.
- Follow up on interview progress and maintain client relationships to meet staffing goals.
- Communicate employer information and benefits during screening.

Links

[LinkedIn](#)

Skills



Languages



- Stay informed about client organization structures, personnel policies, and employment laws.
- Generate timely reports on employment activities.

Business Development Manager , Cognisun Inc., Gujarat

April 2024 — Present

- Collaborated with marketing and business development teams to identify and pursue new sales opportunities
- Developed a business plan and raised initial capital from investors to launch the business

Education

B.com, S.S.P.U, Honnavara

June 2015 — June 2018