

JIBAN

PRADEEP BEHERA

BUSINESS DEVELOPMENT  
MANAGER

Personal Info

Email  
jibanpradeep987@gmail.com

Phone  
8908999997

Skills

Written Communication

★★★★★

Verbal Communication

★★★★★

Task Management

★★★★★

Customer relationship management

★★★★★

Email

★★★★★

Multi-Tasking

★★★★☆

Professional development training

★★★★★

Team training and development

★★★★★

Languages

English - C2  
Hindi - B2

Hobby

- Exploring New Places and Cultures
- Music
- Cooking

Dedicated Business Development Training professional with history of meeting company goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.

Work History

2023-06 - 2024-04 Business Development Manager

BYJU'S, Bhubaneswar

- Proved successful working within tight deadlines and a fast-paced atmosphere.
- Participated in team-building activities to enhance working relationships.
- Drove operational improvements which resulted in savings and improved profit margins.
- Developed and implemented performance improvement strategies and plans to promote continuous improvement.
- Improved operations through consistent hard work and dedication.
- Created plans and communicated deadlines to complete projects on time.
- Managed team of employees, overseeing hiring, training and professional growth of employees.

2022-01 - 2023-06 SENIOR BUSINESS DEVELOPMENT ASSOCIATE

BYJU'S, Bhubaneswar

- Communicated with local organizations to build networks and develop leads.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom-line profit.
- Managed resource allocation to align with sales objectives and strengthen profit opportunities.
- Used Salesforce to handle current portfolio and prospective leads.
- Met with current clients to assess needs and develop improvement plans.
- Collaborated with account executives to penetrate new accounts, identify potential customers and coordinate product demonstrations.
- Leveraged effective networking strategies to generate new business opportunities.
- Reviewed client concerns and recommended appropriate changes to supervisors.

2021-07 - 2022-01 Business Development Associate

BYJU'S, Bhubaneswar

- Developed company products and services knowledge to make suggestions according to customer needs.
- Arranged potential client contacts, cultivated relationships, and followed through with all service needs.
- Enhanced customer experience using all omnichannel offerings.
- Organized focus groups to design the best marketing strategy for product offerings.
- Verified work aligned with service levels agreed upon and client requirements. Applied core knowledge to effectively communicate sensitive or technical information while adhering to regulatory guidelines.
- Negotiated contracts and closed sales with new and existing clients.
- Reviewed client concerns and recommended appropriate changes to supervisors.
- Enhanced sales techniques and marketing plans to strengthen business development efforts.

2021-05  
- 2021-07

## **Business Development Trainee**

*BYJU'S, Bhubaneswar*

- Collaborated with teammates to develop advertising collateral and sales presentations.
- Created reports and targeted lists to present to upper management.
- Maintained client information and accounts in company databases.
- Analyzed consumer behavior and purchases to anticipate future trends, adjustments and obstacles.
- Collaborated with sales and marketing departments to support project rollout.
- Developed knowledge of company products and services to make suggestions according to customer needs.
- Engaged with customers to build business relationships.
- Attended monthly sales meetings and quarterly sales trainings.
- Prepared and deliver customer sales quotes.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.

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## **Education**

2013-04  
- 2017-05

### **Marine Engineering , Bachelor of Technology**

*International Maritime Academy, Chennai*

2011-04  
- 2013-05

### **Science, Higher Secondary**

*Jawahar Navodaya Vidyalaya, Balasore*

2009-04  
- 2011-04

### **General, Matriculation**

*Jawahar Navodaya Vidyalaya, Balasore*

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## **Awards**

**Region Top BDA for 23 Months.**

**Awarded “Ninja Sales” for outstanding performance in both roles as both Business Development Associate and Business Development Manager.**