

Ravindra Mohan Sharma

Business Development Manager

Professional Business Development Manager
With more than 2 years of experience in the Business development processes (overall experience 10+ years). Involved in financial Product selling, team building, team developing, Management and development of new business Opportunities.



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F-82 Trance Yamuna Colony, Phase 2,
Agra-6, Agra, India

WORK EXPERIENCE

City Head

Wedcell Pvt. Ltd.

10/2021 - Present

Agra, Uttar Pradesh

Achievements/Tasks

- Business to Business Sales - Managed organizational sales and group of sales representatives in selling packages and maintaining satisfactory business relationships.

Development Manager

SBI Life Insurance

12/2019 - 10/2020

Udaipur, Rajasthan

Achievements/Tasks

- Business 2 Customer Sales of financial products. Recruitment of Advisors and train them so team can easily Achieve the sales targets. Sales on the basis of client need And demand, Also, proper guidance to the customer.

Business Development Manager

HDFC Life

03/2019 - 12/2019

Udaipur, Rajasthan

Achievements/Tasks

- Sales of financial products: All life insurance Policy. Recruitment of Financial Advisors and Train them. Generating Sales lead and achieving Sales target. It was B2C sales.

VIRTUAL ANALYST

NEXITHON GLOBAL SERVICES PVT. LTD

10/2017 - 03/2019

Udaipur, Rajasthan

Achievements/Tasks

- Handled International clients – regularly updated the company's website and various social media accounts Preparing Online Reports for International Clients . Providing Legal information of attorneys.

Research Analyst

Arcgate

07/2015 - 10/2016

Udaipur, Rajasthan

Achievements/Tasks

- Online product selling Social Media, Lead Generation. Preparing Online Reports for International Clients.

TRAINING

Business Development Manager

Sales, Business Development

- HDFC Life Insurance & SBI Life Insurance

VACINATION

Yes - Vaccinated

EDUCATION

Masters of Commerce - Banking and Business Economics

Mohanlal Sukhaiya University

Udaipur, Rajasthan

Bachelor of Commerce

Mohanlal Sukhaiya University

Udaipur, Rajasthan, India

CERTIFICATES

Accounting Fundamentals

Corporate Finance Institute

Tally ERP 9

MGM Adroit Computer Education

MS-Excel, MS-Word

Rajasthan Knowledge Corporation Limited

SKILLS

Business development

Project Management

Market Research

Customer and Client Relationships

Negotiation

Strong understanding how to close sale

Attentive learner

INTERESTS

Market Analysis

Travelling & Driving

Event Management