



SANDIP POLLEY




CONTACT

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CORE QUALIFICATIONS

- Sales strategies and planning
- Operations planning
- Sales channel analytics
- Decision and strategy Making
- leadsquared
- Microsoft Excel

LANGUAGES

English:	C2
	
Proficient	
Bengali:	C2
	
Proficient	
Hindi:	C2
	
Proficient	

PROFESSIONAL SUMMARY

Experienced Manager proficient in managing reporting, budgeting and compliance areas. Adept at updating and working with executive leadership. Bringing superior skills in planning, negotiation and complex problem-solving gained over years of Sales experience.

EXPERIENCE

Business Development Manager, 12/2021 - Current **BYJU'S-Think & Learn PVT LTD** - Kolkata, India

- Handled a team size of 6 trainees & boarded them as full-time Inside sales associate
- Generate and maintain Daily Sales report to Senior Manager
- Mentored and trained new recruits and assisted them in closing sales by raising sales pitch
- Identify leads and perform due diligence in terms of background before approaching them
- Audit the bookings and conduction that are being made by my Reportee.
- Upsell products to existing customer for increased sales revenue Re-visit non-responding customers with sales pitch.

Business Development Associate, 07/2020 - 11/2021 **BYJU'S-Think & Learn PVT Ltd** - Kolkata, India

- 1.Generated 1CR+revenue across multiple sales campaigns across 8 cities in WestBengal over the period of16 months
- 2.Maintained a refund percentage of 4% vs a National average of 13%.
- Closed long-term agreements through skilful negotiation.
- Upsell products to existing customer by maintaining good customer relationship

ACHIEVEMENTS

- Twice I have been named among the top five managers in India.
- As a manager, I generated over 2.5 crore revenue in 1.5 year .
- As a individual contributor twice I came in at Rank 1 to generated the most revenue in the East Region.
- Generated over 1 cr of revenue as a business development associate in the organisation

EDUCATION

BACHELOR OF TECHNOLOGY: ELECTRONICS AND COMMUNICATION, 2020
SRM UNIVERSITY - Chennai, TN

12th: Science, 2015
BNCV - Kolkata, WB

10th: Science, 2013
BNCV - Kolkata, WB