

MODHUMITA PAIK

Business Development Executive

An experienced business development executive with a proven track record of driving revenue growth and expanding market share for companies across various industries. With 5.2 years of experience in business development, sales, counseling and marketing, I have a deep understanding of the sales process and have developed a keen ability to identify and pursue new business opportunities.

Work History

**2022-08 -
Current**

Pre Sales / Sales Executive (B2B & B2C)

LIVSPACE HOME INTERIOR, Bengaluru

- Identify new business opportunities through research, networking, and other means
- Develop relationships with potential clients and maintain ongoing communication Negotiate and close deals to drive revenue growth
- Experience with CRM systems and sales forecasting tools
- Manage the sales process from qualifying lead to closing deals, and ensure customer satisfaction throughout
- Develop and maintain a strong pipeline of potential clients and opportunities and Scheduled meeting between designers and clients
- Follow up with potential customers in a timely manner if necessary
- Meet personal/team qualitative and quantitative targets
- Follow-up with internal stakeholders to ensure that appropriate action has been taken on customer requests and complaints.

**2021-04 -
2022-07**

Business Development Executive (B2B & B2C)

RICE EDUCATION , Kolkata

- Handle incoming queries and make outgoing calls to prospects and Understand students need



Contact

Address

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WWW

<https://bold.pro/my/modhumita-paik-230723015630/495>

Skills

Business development and planning

Lead Generation

and give them right path

- Counseling Students and parents about our courses and competition exams landscape.
- Provide career counseling and guidance to prospects students Virtually and face to face
- Handle student's complaints and issues students' unhappiness by immediately acknowledging the issue
- Assist school administrators and educators with planning and carrying out Our programs and events. Relationship Building and Negotiation with Vendors/ Partners
- Achieve monthly revenue targets from upselling and referrals from current students.
- Make entries in to CRM, Lead Management System and another database as required

2019-02 -
2021-03

Academic Counselor

MAYA ACADEMY OF ADVANCE CINEMATICS,
Kolkata

- Outbound calls & follow up calls on a daily basis with prospective students & their parents.
- Fix appointments and conduct demo sessions on a daily basis with prospective students & their parents.
- Handle Objections and Price Negotiation to generate Sales Revenue.
- Maintain MIS of calling students.
- Provide career counseling and guidance to prospects students through phone calls, Zoom and face to face.
- Collaborated with school faculty to define and prioritize departmental strategies and direction.
- Provided support and guidance to students experiencing academic and personal troubles.

2018-01 -
2019-01

ASSISTANT TEACHER

BANGA BANDHU MODEL SCHOOL, Kolkata

- Supported student physical, mental, and social development using classroom games and activities.
- Kept students on-task with proactive behavior modification and positive reinforcement strategies.
- Completed daily reports, meal count sheets, and

Cold Calling

Operations

Sales forecasting

CRM (Salesforce , Ozontel ,
Ameeyo)

Product and service sales

Time management

B2B sales

Presales Strategy Design

Goals and performance

Sales expertise

Languages

Hindi

●●●●●
Advanced

English

●●●●●
Advanced

Bengali

●●●●●
Advanced

Personal Information

- Father Name : Paritosh Paik
- DOB : 2nd June, 1992
- Category : SC
- Marital Status : Unmarried
- Sex : Female

Education

2010-06 - 2014-07

attendance logs.

- Oversaw students in classroom and common areas to monitor, enforce rules, and support lead teacher.
- Assisted in planning and development of teaching materials, workbooks and class projects.

Certifications

2015-02	Diploma in Information Technology - [Youth Computer Centr] - MS WORD , MS EXCEL ,FOXPRO 6 ,POWERPOINT ,MS ACCESSV, ISUAL BASIC, INTERNET & EMAIL ADVANCE EXCEL (Google Sheet , Pivot Table , V- Lookup , H- Look Up)
2023-06	Post Graduate Program in Digital Marketing [Purdue University - Pursuing]

DECLARATION

I, hereby solemnly declare that all the information made above are true and correct to the best of my knowledge and belief.

Bachelor of Arts: Geography (Honours)

Calcutta University -
Kolkata

2008-04 - 2010-05

HIGHER SECONDARY: Arts

WBCHSE - Kolkata

2002-02 - 2008-05

SECONDARY: Arts

WBBSE - Kolkata

Hobbies

- Travelling
- Reading non fiction books
- Listening Songs
- Decorating Home