

Results-driven and strategic thinker with proven experience in B2C and B2B sales, instrumental in establishing and expanding markets across the US, Canada, Middle East, and Southeast Asia. Skilled in identifying market opportunities and building effective go-to-market strategies, contributing to successful global market penetration and revenue growth.

Career Experience

Great Learning Pvt. Ltd., Bengaluru
Senior Learning Consultant

September 2023

- Leveraged expertise in both B2C and B2B markets to identify customer needs and recommend tailored course offerings, consistently achieving high customer satisfaction and engagement.
- Spearheaded the successful launch of a new product across the US, Canada, and the Middle East, contributing to market expansion and increased revenue growth.
- Trained and mentored new team members in advanced sales techniques, fostering a high-performing sales culture and supporting professional growth within the team.
- Average revenue of \$60,000 every month.

Intellipaat Software Solutions, Bengaluru
Senior Business Development Associate

February 2022 – September 2023

- Primarily managed customer acquisition and support across the US, Canada, Middle East, and European markets, ensuring tailored before-and-after-sales services that promoted long-term customer satisfaction.
- Consistently generated an average monthly revenue of \$25,000 as a top-performing individual contributor, exceeding sales targets and contributing directly to company growth.

Byjus, Ranchi
Business Development Associate

November 2019 – October 2020

- Accountable for individual sales targets within a high-performance, employee-oriented environment, consistently achieving weekly quotas through proactive lead generation, strategic nurturing, and effective deal closures.
- Drove revenue growth by engaging new leads and building strong customer relationships, contributing to a positive team culture and overall sales success.

ICICI Securities, Dhanbad
Relationship Manager

May 2019 – November 2019

- Managed a diverse portfolio of clients, offering comprehensive financial and investment advisory through in-person consultations to support informed decision-making and portfolio growth.
- Focused on building strong client relationships to drive sales and deliver top-quality service across ICICI Group's range of financial products, including online trading accounts, mutual funds, insurance, and investment advisory.
- Consistently generated leads through seminars at institutions and targeted outreach, achieving revenue targets by onboarding new clients and expanding the organization's customer base.
- Proactively tapped into new markets, broadening the client base and driving sustained revenue growth.

Education

PGDM in Marketing Management

Xavier Institute of Social Service, Ranchi, 2017 – 2019

B.Com

St. Xaviers College, Kolkata, 2014 – 2017

Technical Proficiencies

Critical thinking and problem solving

Effective Time Management

Fast Learner

Ability to Work in a Team

Ability to Work Under Pressure

Ability to Multitask

Communication Skills

Management Skills