

Samarth Pawar

Contact – 8770067039

Add- Q NO N-4 Kotwali campus Sehore (M.P) 466001

- Summary

"As an accomplished Sr, BDE with 3+ years of experience, I bring a track record of consistently exceeding sales targets and leading teams to success. I am a results-oriented leader who excels in developing and implementing sales strategies that drive revenue growth. My ability to mentor, motivate, and coach sales professionals has consistently resulted in improved performance and increased profitability. I am adept at market analysis, identifying emerging trends, and adapting strategies to stay ahead of the competition. With a strong commitment to customer satisfaction and a proven ability to build and nurture client relationships, I am ready to leverage my skills and experience to lead your sales team to new heights of success."

Experience :-

Sr . Business Development Associate

Uncademy | Bangalore, India from April 21 till Present

Collaborated with team members to achieve target results.

- Built and maintained courteous and effective working relationships.
- Actively listened to customers to fully understand requests and address concerns.
- Prepared orders to deliver excellent presentation and quality standards.
- Handled [Avg of 30](#) inbound calls per day.
- Trained and mentored employees to maximize team performance.
- Enhanced working relationships by participating in team-building activities.

Business Development Executive

Think and learn PVT LTD. | Pune, India January 2020 – April 21

- I am dedicated to identifying and capitalizing on growth opportunities that propel businesses forward. With 1 year of experience in sales, market research, and strategic planning, I possess a keen ability to analyze market trends, identify potential clients, and create tailored strategies to expand market reach. I am a proactive and adaptable professional, skilled in relationship building and networking, with a proven track record of nurturing client relationships and closing deals. My passion for innovation and my commitment to achieving and exceeding targets make me a valuable asset to any business development team. I am excited to contribute my expertise and drive to help your organization achieve its growth objectives."

Customer Care Executive

Teleperformance, India | Indore from Aug 19 to Dec 2019

"As a dedicated and empathetic Customer Care Representative, I am committed to providing exceptional service and solutions to customers. Skilled in active listening, problem-solving, and communication, I excel at understanding customer needs and ensuring their satisfaction. I have a proven track record of resolving issues, handling inquiries, and building positive customer relationships in fast-paced environments. With a passion for helping people and a commitment to maintaining high service standards, I am eager to contribute to a team that prioritizes customer success."

Skills: -

Strong Communication Skills -
Benefits Design -
Copywriting -
E-Commerce -
Key Performance Indicators (KPIs) -
Lists -
Operational Excellence
Pricing Strategy -
Project Portfolio Management

Education: -

- Completed higher school & secondary From Kendriya Vidyalaya Sehore (M. P) CBSE

Pursued B.Tech in Civil Engineering from RPGV University Bhopal (M.P)

Accomplishments : -

Pursuing Product and brand management skills from IIM Amritsar

-
- Investigated, identified, and reconciled account discrepancies totaling in company savings.
- Recognized by management for Referrals & Performance

Languages Known : -
English & Hindi