

AMGOTH SHIRISHA

Business Development Associate



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High-achieving Business Development Representative bringing expertise in marketing, sales and operations. Consults with customers, builds strong relationships and increases sales numbers.



Skills

Business-to-customer expertise

Relationship-Building

Collaboration

MS Office

Teambuilding

Interpersonal Communication

Marketing and advertising

Strategic Planning



Work History

2019-07 - 2020-07

Business Development Associate

Destine Org, Ahmedabad, Gujarat

- Met with current clients to assess needs and develop improvement plans.
- Maintained extensive knowledge of company products and services to provide top-notch expertise to customers.
- Negotiated contracts and closed sales with new and existing clients.
- Sought out and engaged with customers to drive sales and service using suggestive selling.
- Referred customers to specialized selling teams to build long term trust.
- Developed business pipeline using cold and warm techniques.
- Planned marketing initiatives and leveraged referral network to promote business development.
- Enhanced sales techniques and marketing plans strengthen business development efforts.

- Followed procedures, documentation, instructions and Audit & Business Controls guidelines from both client and company.
- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.



Education

2015-09 - 2019-05

Bachelor of Technology: Computer Science And Engineering

National Institute Of Technology, Andhra Pradesh - Tadepalligudem



Accomplishments

- Supervised team of five staff members.
- Been a part of Business exposure travels.
- Managed Human Resource and market analysis.
- Rehashed 500 dormant accounts which brought about a 18% increase in sales.
- Trained around 25 sales representatives in 1 year, to be deployed to the company's off-state offices.
- Met sales target every month and had been a top performer 5 times in a year.
- Developed and implemented an aggressive sales campaign by gathering current market trends, which resulted in a 10% increase in market quota.
- Attended business referral group meetings to generate revenue.