

KARTHIK PR

Business Development Manager

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📍 Bengaluru, India



EDUCATION

Bachelors of Business Management

Bangalore University

📅 2012 - 2015 📍 Bangalore, India

12TH PCMB

National Institute of Open Schooling

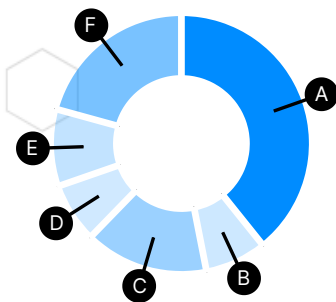
📅 2009 - 2011 📍 Hyderabad

10TH

St. John's High School

📅 2006 - 2008 📍 Bangalore, India

MY TIME



- A** Achieving monthly and quarterly-end targets
- B** Working out at the gym or playing football with friends
- C** Upskilling myself by exploring new courses and softwares in line with my profile to boost my skill-set and expertise
- D** Chanting/meditating and studying Nichiren Daishonin's Buddhism
- E** Doing freelance work
- F** Rest period

MY LIFE PHILOSOPHY

"First they **ignore** you, then they **laugh** at you, then they **fight** you, then you **Win**."

Mahatma Gandhi

SKILLS

Research Analyst

Creative Writing

Adobe Captivate

MS-Excel

PowerPoint

MS-Word

Google Docs

Google Sheets

Google Slides

LANGUAGES

English

Expert

Hindi

Expert

Kannada

Native

Telugu

Native

Tamil

Native

Urdu

Native

PASSIONS



Chilling/Introspection

As casual as it may sound, I do wholeheartedly dedicate myself to this aspect of my life. This includes a barrage of various activities like watching movies, reading books, DJing and sometimes wandering off to the nearby foothills to get away from the hustle and bustle of city life.



Traveling

I like to travel and trek in the mountains as it helps me get a new perspective and unwind.

EXPERIENCE

Senior Business Development Executive

Scaler Academy

📅 09/2022 - 03/2023 📍 Bengaluru

- Looking after the entire sales life cycle: starting from engaging with the large volume of well-qualified leads till the final conversion.
- 0.4 Million \$ SALES Punched.
- Cold Calling and Counseling US experienced working professionals via call, email on which course will be useful to their career progression and suggest the best options available.
- Following up with the existing prospects and maintain a long-term relationship by giving them an excellent service.
- Committed attitude towards the completion of daily inputs and outputs, with the goal of matching and exceeding targets.
- Analysing data and making logical recommendations & comments and presenting forecast to leadership team for business planning and product development.

Senior Business Development Executive

Great Learning

📅 10/2021 - 09/2022 📍 Bengaluru, IN

- Successfully increased revenue by 20% within 2nd month for the organization through new business development initiatives, strategic partnerships & increased sales.
- 150+ CLOUD COMPUTING Sales Closed in 1 Year - overall 2CR Profit.
- Expanded into new domestic & international process, through market research, analysis, and strategic planning.
- Brainstormed with the Graphic Designers and provided them with creative design inputs in order to create captivating and intriguing videos, formed strategic partnerships with key industry players, resulting in increased revenue, market share & brand awareness.
- Led a team of 2 to achieve & exceed their targets, providing coaching, mentorship, and effective sales strategies, successfully launched new products & new customer retention strategies, resulting in increased customer satisfaction, loyalty, and repeat business.
- Received 16 Awards & Recognitions in 12 months

Senior Business Development Executive

Global Marketing Acquisitions

📅 07/2016 - 06/2021 📍 Bengaluru, IN

- Increased sales revenue by closing a large deal and developing a new market. It had a great impact on the company's revenue.
- Acquired new clients for the company by developing a new sales strategy, identifying new business opportunities & developing new relationships with potential clients and ability to identify better business opportunities.
- Managed a team of 5 sales executives, motivated and trained them to achieve their sales targets too. Tried building leadership skills, ability to manage a team, increase sales, acquire new clients, and improve business operations.as well.
- Cross-sold & up-sold products & services to existing clients by identifying, tailoring and meeting customer needs.

STRENGTHS



Strategic thinking

Ability to think critically and develop a clear understanding of the market customers and competition in order to identify growth opportunities and develop effective marketing strategies.



Communication

Have Strong written and verbal communication skills, Effectively communicating by creating better development strategies to internal teams and external partners.



Sales and negotiation

My ability to effectively sell products, services and negotiate contracts End to End is my major Role



Networking

Developing and maintaining strong relationships with customers, partners, and industry contacts is my key aspect of business development.



Analytical skills

Ability to analyze data and metrics to measure the effectiveness of marketing campaigns and make data-driven decisions is also my critical skill.



Creativity, Teamwork & Adaptability

To think creatively and develop innovative marketing campaigns that stand out in a crowded marketplace, Collaborate with cross-functional teams and the ability to build strong working relationships by adapting to changing market conditions, customer needs, and business priorities.



Project management

Managing projects from start to finish, including setting goals, creating timelines, managing budgets, and measuring outcomes.