Pallavi Mallampalli

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I am working as Manager-Business Development with experience in Enterprise, Cloud services/presales and alliances. Dealing with business/software solutions that cater to Telecom and Banking, Financial Services and Insurance (BFSI) markets, educational institutions. Gained good knowledge in all the verticals of business and worked on domains like Customer Onboarding, Business Process Management, Customer Communication Management and Identity resolution solutions.

**PROFESSIONAL STRENGTHS:**

* Ability to analyze a full range of business concerns, needs and requirements to identify and recommend process, products and solutions to meet goals and objectives.
* Contact decision-making personnel in target organizations to assess current or future needs
* Knowledge in sales of SAAS/Cloud solutions
* Possess in-depth knowledge of solutioning and management
* Process in depth knowledge of business analysis, requirement understanding, document preparation, Proficient in planning and handling customers
* Highly skilled in reviewing proposals, managing projects, providing estimates and recommending the best product solutions
* Ability to handle complex tasks and exceed client expectation,
* Possess pleasing personalities and question-based selling skills
* Ability to understand and capture business requirements and customer relationships
* Proficient in planning and handling customers
* Goal oriented and ability to handle multiple tasks

**PROFESSIONAL EXPERIENCE:**

**Business Development Manager- EC Council Pvt Ltd**

**April 2019 to till date**

* Facilitating the growth of the business
* Working together with the sales and marketing departments
* Developing training plans to educate and motivate the sales staff, recruiters and

other members involved in business development activities of the institution to

perform at their most profitable level

* Strategic planning for future development to develop the pipeline of new business
* Writing proposals and specifications
* Crafting training and motivational programs for recruiters or other sales personnel.
* Conducting workshops, events, seminars and or webinars
* Competitive analysis
* Contract review with potential new clients
* Collaboration with corporations and other educational institutions
* Working with agents
* Collaboration with corporations requiring workforce development initiatives

**PROFESSIONAL EXPERIENCE:**

**Team Lead Business Development- Intense Technologies Limited**

**March 2013 to March 2019**

* Joined as an executive, promoted to Lead the team.
* Leading, managing and motivating an inside sales team to implement a sales strategy and meet agreed targets
* Working in conjunction with sales and consultants to prioritize, target, and close opportunities that will have a positive impact on the revenue of the organization.
* Developing targeted campaigns and working with other function teams to set up new campaigns
* Contact decision-making personnel in target organizations to assess current or future needs
* Analyze customers' current and future business requirements and intelligently up-sell and cross-sell solutions.
* Meet sales and business development goals through a defined level of activity and the acquisition of new business through new clients.
* Managing the agreed levels of calling activity to raise revenue streams in conjunction with the sales teams.
* Conduct hands-on workshop, product training to Internal and business partners
* Compiling weekly/monthly/annual reports on targeted activity and proactively addressing shortfalls
* Understand and fulfill all regulations of the internal policies of the company
* Associating with marketing and sales professional to develop and implement effective marketing plans.
* Preparing the presentation to the customers and partners &Working with customers to ensure smooth delivery and implementation of software solutions

Regions worked with at Intense Technologies:

* India /MEA /Europe / Americas /APAC

**PROFESSIONAL EXPERIENCE:**

**Corporate Relationship Manager (APR 2007 to SEP 2011) at Monster.com Pvt Ltd.,**

* Interacting with corporate customers of SME Segment (Small & Medium Enterprises), majorly into IT, NIT & PA companies.
* Understanding the corporate recruitment needs, processes and promote the concept of online recruitment through Monster.
* Responsible for playing an active role in screening the profile on client’s behalf than scheduling the Interviews Over the telephone on client’s request.
* Searching the Profiles and interacting with the various Jobseekers was part of job profile according to the Client's requirements.
* Providing Customer support to High Value Accounts through regular interaction with the team working on Monster.
* Understand fully the background of the relationship of client with Monster, studying the client's business on their corporate website or on competition websites etc
* updating all information regarding the interactions done with the clients onto our CRM server
* Focused on providing the dedicated services to the prospects till they meet their requirements.
* Driving business growth through identification and development of new areas.
* Ascertaining prompt follow-up with the clients on a fortnightly basis to check whether there are any issues and concerns, which are pending or unattended in regard to the usage of the site & services.

Education:

* Completed MBA with specialization in human resources/marketing from SMU, Manipal
* Completed B. Tech Degree in Mechanical Engineering from Chaitanya Bharathi Institute of Technology, Hyderabad

Technical Skills:

* Familiar with tools like Microsoft Office, Excel, Outlook, PowerPoint and Word

Personal Details:

Nationality : Indian

Marital Status : Married

Languages : English, Telugu, Hindi

Current Location : Hyderabad, India

Total Experience : 11+ Years