

Sadhana Singh Yadav

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A dynamic sales professional with over 10+ years of experience in Business Development, Client Acquisition, IT Recruitment, Customer Success, and Team Management. Consistent in revenue growth and increasing profit share. Tenacious in building new business and forging strong business relationships with external partners. Experience in sourcing and hiring for IT and E-commerce companies.

Professional Experience:

Adroetechtechnologies L.L.C-FZ (Dubai)

Business Growth Manager - (February 2023 to Till Date)

- Develop strategies and work on a growth plan with the management!
- Developing quotes and proposals for prospective clients.
- Pursuing leads and moving them through the sales cycle.
- Developing an overall territory account plan to maximize opportunities and generate sale activity with customers and partners.
- Focusing on International Clients for fulfilling their IT requirements.
- Strengthening execution and geographical business focus in key markets.
- Follow industry trends and competition internationally.
- Sharing reports on successes and areas needing improvements.
- Attending conferences and industry events.
- Generated Annual Revenue of till date over USD 450 K

Radoratory Technologies Pvt Ltd

Manager - Business Development (November 2020 to January 2023)

- Develop go-to-market strategies and revenue growth plan with the management.
- Manage and retain relationships with existing international clients.
- Fulfil hiring needs within the IT and E-commerce domain.
- Research business opportunities and formulate market expansion strategies.
- Follow industry trends and competition, both locally and internationally
- Report on successes and areas needing improvement.
- Handle customer complaints, provide appropriate solutions.
- Generated Annual Revenue of over USD 300 K

Blaze Automation Solutions Pvt Ltd

Manager (October 2018 to November 2020)

- Planned and executed annual and quarterly revenue targets for the team.
- Hired and trained sales professionals and aligned them to business goals.
- Developed sales guide and training manual for the sales team.
- Achieved 100 percent revenue growth in the Q1 of 2020.

Shine.com Hindustan Times (HT Media Ltd)

Team Lead (June 2014 to October 2018)

- Lead a team of tele sales executives to meet revenue goals in both domestic and international markets.
- Play a decisive role in formulating monthly and annual Business Plans
- Month-on-month revenue growth through new client acquisitions
- Tracking and monitoring daily activities of the team and recommending improvement

Polymer House**Business Development Manager (January 2010 to October 2013)**

- Setting goals and developing plans for business revenue growth.
- Researching prospective accounts in target markets.
- Developing quotes and proposals for prospective clients.

Education

- 2012 - **Post Graduate Diploma in Business Management** from Indian School of Management Studies (ISMS) majoring in HR and Marketing.
- 2006 - **Bachelor of Arts in Political Science** from Indira Gandhi National Open University.
- 2000 - **Senior Secondary** (CBSE) from Kendriya Vidyalaya.

Computer Skills

- MS Office
- Advance Diploma in Information Technology (ADIT) Course from (SISI-CMTES)

Personal Information

- Date of Birth: 28th July
- Marital Status: Married
- Nationality: Indian
- Languages Known:
 1. Hindi – Read, Write and Speak
 2. English – Read, Write and Speak
 3. Telugu - Speak