

## **SAKSHI GAJBHIYE**

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### **Summary:**

I describe myself as a self-motivated person with 2.4 years of experience in Business Development role with right sense of accountability, driving & delivering results for the business.

### **Work Experience**

**Upgrad** (From July 2020 – till date)

#### **Senior Business Development Executive**

Key responsibilities:

- Monitoring and handling of leads generated and making sure of closing the prospective deals.
- Maintaining work systems, procedures, and developing best in class strategies enabling the optimum performance of the team.
- Close the deals on spot for a better outcome, thus enhancing the business requirements.

Tools used to track leads & action items required:

LEADSQUARED (CRM software)

FOCUS

AMEYO (CRM)

**ExtraMarks** (November 2018–February 2020)

#### **Business Development Executive**

- End-to-end channel sales process for Pune branch.
- Involved in strategizing multiple marketing campaigns for generation of leads.
- Worked in a highly competitive, revenue focused and field intensive role which included conversion of potential clients to paid subscribers, on spot and immediate closing of deals.
- Addition & conversion of new leads in pipeline through long-term and strategic relationship citing through clients with past credibility.

Tools used to track leads & action items required:

SALESFORCE

OZENETEL

### **ACADEMIC QUALIFICATION**

BE/B. Tech – Electronics Engineering (2019) – Nagpur University

CGPA – 8.33

## **AREAS OF EXPERTISE**

- End to End Sales Process
- Revenue Generation
- Lead Generation
- Negotiation and Closing of deals
- Client Acquisition
- Sales Presentation

### **Process tools/ skills**

- MS EXCEL, MS WORD, POWERPOINT
- MICROSOFT SQL, UNIX
- OOPS CONCEPTS/DATA STRUCTURE

## **ACHIEVEMENTS**

- Sales Champ of Quarter Dec 2020
- Miss Raisonni – Year 2018
- Participated in zonal racing championship

## **PERSONAL DETAILS**

- Date of Birth: 21<sup>st</sup> March 1997
- Hobbies: Travelling, Listening to Music
- Languages: English, Hindi, Marathi