

 Bangalore, Karnataka
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SKILLS

Team Leadership
Sales expertise
Staff Management
Networking strength
Revenue Generation
Key decision making
Lead Generation

LANGUAGES

English ●●●●
Kannada ●●●●
Hindi ●●●●

PERSONAL INTERESTS

Theatre
Music
Dance

Usha Devdas Salian

Business Development Manager

PROFILE • ABOUT ME

Skilled Business Development leader offering 10+ years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities.

Resultsdriven

and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

EDUCATION

B.Sc, Bachelor Of Science Completed
NMKRV June 2005
Bangalore, Karnataka

WORK EXPERIENCE

Accenture August 2008
Senior Claims Handler - August 2012
Bangalore, Karnataka

- Analyzed information gathered by investigation and report findings and recommendations.
- Collaborated with claims department and industry anti-fraud organizations to resolve claims.
- Trained new staff members in detection of external and internal fraud.
- Possess good analytical ability, communication skills, working with a team and personal effectiveness
- Providing one on one to the agents to discuss their performance on a monthly basis
- Involving in conference calls with the clients and rolling out updates to the team

RCI India Pvt Ltd August 2013
Senior Vacation Sales Consultant - August 2015
Bangalore, Karnataka

- Provided high level of tailored service to each and every customer, which helped to build lucrative, lasting partnerships.
- Increased territorial share by driving new market penetration strategy to address emerging customer and industry needs.
- Identified prospects through various sources, including cold calling, social media and trade publications.
- Generated new business through effective prospecting, telemarketing, territory planning and relationship building.
- Trained personnel in proven consultative sales approaches, as well as sales and follow-up processes.

Hewlett Packard Enterprise August 2015
Senior Customer Representative - August 2016
Bangalore, Karnataka

- Listened to customers' questions and concerns to provide answers or responses.
- Provided excellent customer service by efficiently resolving issues and responding to inquiries.
- Call monitoring on a daily basis to ensure the team meets the respective

targets.

- Escalation calls in case of irate customer's and getting it resolved ASAP.
- Implemented and developed customer service training processes.

Naseba

January 2017

- March 2019

Senior Delegate Acquisition

Bangalore, Karnataka

- Worked closely with producers and directors to define casting needs and deliver casting options according to expectations through comprehensive talent binders.
- Project Manager for projects like Samsung , Oracle, Procons , Qlik ,HITEC FINTECH , WIL Economic Forum , WIL KSA
- Performed essential administrative support duties by providing scripts, preparing breakdowns, developing shortlists, handling paperwork and agreements and communicating with actors.
- Prioritized numerous activities by continually updating information, controlling scheduling and corresponding with contacts via phone and email.
- Successfully generated the revenue of \$180,000 USD for the projects i have worked on.

GBB Venture

April 2019

- November 2019

Senior Delegate Sales Executive

Bangalore, Karnataka

- Analyzed market trends in consumer industries to implement appropriate marketing and sales methods.
- Project Manager for AHIS Africa and RED SUMMIT Thailand, Nigeria.
- Involving in conference calls with the Senior Managers to discuss the weekly and monthly stats with the client. Was speaking to the C level executive of the industries and invite them for the events or summit.
- Successfully generated the revenue of \$80,000 USD for the projects i have worked on.

White Paper Summit

November 2019

- March 2020

Business Development Manager

Bangalore, Karnataka

- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Negotiated, prepared and signed contracts with clients.



DECLARATION

A handwritten signature in black ink that reads "Usha Salian".

Bangalore, Karnataka

Usha Devdas Salian