

SPURTHY N

BUSINESS DEVELOPMENT MANAGER



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PROFILE SUMMARY

With 2.8 years of experience in sales, I possess a comprehensive understanding of the sales process, from prospecting and lead generation to closing and account management. I have been primarily responsible for end-to-end sales from lead generation to closure, generating over 20 Lakhs of annual revenue. Whether working independently or as part of a team, I am committed to delivering exceptional results and continuously striving for excellence in my work.

SKILL & COMPETENCIES

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| <ul style="list-style-type: none">• Outbound sales• Inside sales• Project management• Account management• Team management• Leadership | <ul style="list-style-type: none">• Relationship building and management• Selling to customer needs• Market research of IT products• Study of IT hardware specifications and capabilities• Interpersonal skills• Microsoft Excel |
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WORK EXPERIENCE

Business Development Manager

Amoeba Groups

July 2021-till date

- Responsible for selling IT Hardware products like MFMs, laptops, desktops, workstations, and servers on GeM.
 - Responsible for lead Generation, Handling Government projects, maintaining and building customer relationships.
 - Responsible for training and building a new team of 5 people on product knowledge and pitch delivery to help build a better lead-generation pipeline
 - Generating new business opportunity by contacting potential clients through face-to-face meetings, cold calls, and emails
 - Participating in the full sales cycle outreach, preparing quotes using ERP, participating in negotiations, and successful closure of outbound deals
 - Collaborate with sales teams to understand customer requirements and provide sales support
 - Planning and developing a strategy to ensure that sales targets and revenue goals are achieved
 - Driving and managing the team, ensuring smooth business, achieving sales targets and customer satisfaction
 - Onboarded 10 new reputed clients like DRDO, Indian Airforce, Dept. of Revenue, Coffee Board, EPFO, and many more
 - Driving the revenue of the company up to 20%
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WORK EXPERIENCE

Sales Account Executive

Lemark Computers

July 2020 - June 2021

- Driving Sales and business opportunities through Government e-Market Place (GeM) from Central & State Govt, PSUs
 - As An Individual Contributor, conducted cold calling and developed customer acquisition
 - Developed and maintained business relationships by regular follow-ups with the clients and made repeated sales
 - Understood the client requirement and built a product catalog according to the client's requirements and worked on the prices to achieve the best competition in the market
 - Suggesting the best suitable fit of IT hardware requirements to the customer, preparing quotations, negotiating, and closing the deal
 - Having Knowledge of the function and department processes, taking up customer sides work, helping the customer by reducing their work, and getting the closure of the sales
 - Checking various tenders daily and identifying any tenders which may be of interest to the company, either to bid or for market intelligence purposes
 - Participated in bidding and had a 40% of success rate
 - Onboarded a few new reputed clients like State Forensic Science Laboratory, NAL, BNMPL, and many more
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EDUCATION

Bachelor of Science

Bangalore University

2014-2017

Graduated BSc. in Mathematics, Electronics and Computer Science

Pre-University Education

2012-2014

from Vijaya PU College

LANGUAGES

English

Kannada
