

 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.

Results driven

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

### EDUCATION

**B.Sc, Bachelor Of Science**

NMKRV

Bangalore, Karnataka

Completed

June 2005

### WORK EXPERIENCE

Accenture

**Senior Claims Handler**

Bangalore, Karnataka

August 2008

- August 2012

- 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

**Senior Vacation Sales Consultant**

Bangalore, Karnataka

August 2013

- August 2015

- 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

**Senior Customer Representative**

Bangalore, Karnataka

August 2015

- August 2016

- 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**

Bangalore, Karnataka

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**Usha Devdas Salian**