|  | **Sachin B Patil**  **Business Development Associate**  **Phone:** 9538137823  **E-mail:sachin2021official@gmail.com**  **Address:** #51/90,21st main 21st cross vijayanagar Bengaluru-560040 |
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|  | **Career Summary :**  To acquire new institutional/educational clients/customers in the specified market. Performed activities related to business development through cold calling, to tie up and coordinate demo sessions for promoting sales.  **Experience :**  **7th Aug’17 to July 1st 2019 – Ethnus consultancy services.**  **2021- Feb 2022- BYJUS Pvt Ltd.**  To study the company’s profile and marketing needs recognized for contributions to record-setting sales figure and territory.  **Major Responsibilities and Accomplishments (Overall) :**   * Cold calling leads and maintaining lead funnel using LEADSQUARED. * Managing sales for graduates, k-12, civil services, software courses and drive in B2C, B2B sales segment across India. * Driving and managing the entire sales process from targeting and prospecting to closing the sale. * Coordinated Basaveshawara Eng College, Bagalkot and helped in achieving 15 Lacs revenue. * Analysis of client requirement, specifications, obtaining suitable solutions and outlining commercial implications and negotiations. * Always shown professional behavior and upheld the values and vision of the company.   **skills:**   * Excellent oral and negotiation skills * Business strategy analysis and planning * Educational counseling and mentoring * Working around the clock   **Education:**  **Graduation-** B.E(Mechanical Eng)-Basaveshwara Eng College,Bgkt- 81.20%.  **PUC**- JSS Pre University College,Dharwad- 84.5%.  **SSLC**- Jawahar Navodaya Vidyalaya,Almatti-87.40%.  **Languages Known :**  Kannada, English And Hindi.  **Hobbies :**  Reading Books, Travelling, Photography, cooking and Playing Cricket. |
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