|  | **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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