

Satakshi Srivastava

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Objective

Results-driven Business Development Manager with a proven track record of exceeding targets and cultivating client relationships. Seeking a challenging role to leverage strong communication and marketing skills in driving revenue growth for a dynamic organization.

Experience

- Bajaj Consumer Care**

2023 - Present

Business Development Manager

Working as a professional business development manager responsible for lead conversion, client acquisition , B2B sales, team management, target achievement, sales development, brand development

- Health Care Industry**

2020 - 2021

Business Development Manager

Promoted as a business development manager, responsible for lead conversion, client acquisition, sales development, brand exposure, targets achievement, managing customer relationship, service provider

- Health Care Industry**

2019 - 2020

Business Development Executive

Worked as a professional sales counselor responsible for lead generation, cold calling, customer acquisition, deal closure, revenue generation

Education

Course / Degree	School / University	Grade / Score	Year
MBA	School of Management Sciences	78%	2021-2023
B.Com	MGKVP	70%	2018-2021

Skills

- Lead generation and conversion
- Negotiation
- Deal Closure
- Client Acquisition
- Sales Development
- CRM , Pivot , MS office
- Revenue Growth
- Brand Development
- Team Management

Projects

- **30days Sales Development Drive**
Led 30days sales development drive with the team on different platforms and achieved 10-20% growth in the quarter
- **Consumer Acquisition Drive**
Led 1week product knowledge campaign for gaining customer attention and business development
- **Business Development Model**
Created a business development model during the MBA programme

Achievements & Awards

- (100%)+ Target achievement, continuously for last 6 months
- 1st Prize For "BattleOfWords" Inter Branch Competition Held At Navodaya Institute

Certification

- Customer Relationship Management
- Business Analytics
- NPTEL

Interests

- Travel
- Yoga

Personal Details

- Date of Birth : 27/09/1998

Additional Information

Internship

Company Name- Social Cult(30days)

Learnings-

*Lead Conversion

*Service Selling

*Client Acquisition

*Customer Handling

*Negotiation

Company Name- DCB Bank(60days)

Learning -

*Business Development

*Client Acquisition

*Customer Relationship

*Brand Development

Achievement - 5star rating for best performance during internship period