

Satyandra

Results-driven **Marketing and Sales Executive** with a proven track record in driving sales growth, **expanding customer base**, and **delivering exceptional customer service**. Expertise in **market research, analysis, and networking** with decision makers to identify and capitalize on new business opportunities. Committed to **exceeding sales targets** and contributing to the success of dynamic organizations.



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[Satyandra LinkedIn](#)

CORE COMPETENCIES

Sales and Business Development

Market Research and Analysis

Relationship Building and Networking

Negotiation and Deal Closing

Customer Relationship Management

Communication and Presentation

Analytical Skills

Team Collaboration

Adaptability and Resilience

SKILLS

Lead Generation B2B, B2C

Communication Skills English and Hindi,

Business Acumen,

Sales Direct Sales, On-boarding Sales, End-to-End Sales

Analytical Skills Microsoft Excel

Presentation Skills Microsoft Power Point.

Adaptability

Problem Solving

Self-motivation

EDUCATION

2021-2023: MBA in Marketing

from Chandigarh University, Punjab

2016 – 2020: Bachelors of Arts

from University of Delhi

2015-2016: Intermediate

from Sardar Vallabh bhai Patel S.B.V TKD. Ext, Delhi

Language

English and Hindi

PROFILE SUMMARY

- Business Development Executive with over 2 year of experience in B2B and B2C sales
- Proven track record in driving revenue growth and expanding customer base
- Expertise in market research, analysis, and evaluating growth strategies
- Contributed to market research, analysis, and evaluating growth strategies at Justdial Limited.
- Skilled in networking with decision makers and conducting impactful business introductions
- Adept at growing a customer base and building strong client relationships
- Committed to delivering exceptional customer service and exceeding sales targets
- Seeking a challenging position in a dynamic company to leverage skills and contribute to growth objectives.

ORGANIZATIONAL EXPERIENCE

Aug'24 – Present | Busy Infotech Pvt Ltd., Delhi

Aug'24 – Present: Assistant Manager

- Successfully sell specialized software solutions directly to Chartered Accountants, leveraging expertise in CRM management, SaaS sales, and market analysis.
- Conduct in-depth market research and analysis to identify potential leads and develop strategies to convert them into long-term clients.
- Engage in B2B and B2C sales, utilizing relationship-building techniques to foster trust and loyalty with clients.
- Represent the company professionally in client meetings and industry events to enhance brand recognition and credibility.
- Execute cold-calling strategies and follow-up communications to establish connections with potential customers.
- Prepare and present tailored proposals, addressing client-specific needs to secure business opportunities.
- Collaborate with the sales team to achieve and exceed revenue targets, ensuring consistent growth in market share.
- Provide constructive feedback to product development teams to enhance software features based on customer input and market demands.

Nov'22 – Aug'24 | Justdial Limited, Noida

Nov'22 – Aug'24: Business Development Executive

- Proactively identify and connect with senior management at corporate houses to facilitate expansion, relocation, or consolidation of their real estate portfolio.
- Prepare comprehensive presentations and dashboards utilizing MS Office, incorporating market analysis, financial projections, demographics, and competition data.
- Utilize exceptional business acumen to understand clients' objectives and provide tailored solutions that align with their strategic goals.
- Create and manage a comprehensive database of corporate clients, capturing essential client information, needs, and concerns for future reference.
- Consistently produce high-quality leads for large accounts, resulting in an impressive 55% conversion rate of closed transactions.
- Demonstrate exceptional sales skills across various domains, including B2B and B2C, with a proven track record of driving revenue growth.
- Exhibit adaptability and problem-solving skills, successfully navigating complex real estate negotiations and addressing clients' challenges.