

AYUSH SINGH

B U S I N E S S D E V E L O P M E N T E X E C U T I V E

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PROFILE

Business Development Executive with over 1 year of experience at Codup Technologies Pvt Ltd. Proven expertise in lead generation and pre-sales activities for multiple products, including ERP/CRM sales, End-to-End M&A SaaS Platform, and a Low Code Platform. Strong analytical, communication, and negotiation skills, with a track record of contributing to business growth.

SKILLS

- Lead Generation
- Market Research
- CRM Software
- Data Mining
- Communication
- Negotiation
- Team Collaboration

EXPERIENCE

BUSINESS DEVELOPMENT EXECUTIVE

Codup Technologies Pvt Ltd, [Ahmedabad,Gujarat]
[June, 2023] – Present

- Conducted market research to identify potential leads and business opportunities.
- Specialized in lead generation, utilizing various tools and techniques such as LinkedIn, cold emails, cold calls and networking events.
- Developed and maintained a database of prospective clients and tracked interactions.
- Played a key role in pre-sales activities for ERP/CRM sales, End-to-End M&A SaaS Platform, and a Low Code Platform.
- Collaborated with the sales team to ensure a seamless transition from lead generation to sales conversion.
- Prepared and presented detailed reports on lead generation activities and outcomes to senior management.

EDUCATION

BACHELOR OF BUSINESS ADMINISTRATION

[TACT], [Bhubaneswar, Orissa]
[2020] – [2023]

SENIOR SECONDARY COMMERCE

[K. V. No.1 Kalaikunda] , [Kalaikunda, West Bengal]
[2018] - [2020]