

Aditya Singh

BUSINESS DEVELOPMENT MANAGER

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Delhi NCR 📍

SUMMARY

Total 4.2 years of experience in sales. Throughout my career, I have consistently exceeded revenue targets, contributing to the financial success of the organizations I have been a part of. I am also skilled in mentoring and leading teams, fostering a collaborative and results-driven work environment.

EXPERIENCE

Business Development Manager

Byjus Exam Prep Jan 2023 - Present

Headed team size of 9 people for a mixed category of UGC NET and State PCS .

Upsell, Cross sell, expansion of revenue with new and existing users.

Co-calling and support Bd's.

Retention and Attrition.

Explored and created new ways to resolve problems with processes, technology or team members to improve overall efficiency.

Sr. Business Development Associate

Byjus Exam Prep Apr 2022 - Jan 2023

Driving and managing the entire sales process from targetting and prospecting to closing the sale.

Maintaining up-to-date, comprehensive CRM system, aiding sales lifecycle monitoring and progression.

Taking followups and closing prospects.

Daily basis KRA's Input and output.

Business Development Associate

Byjus May 2021 - Apr 2022

Weekly targets Vs Achievement.

Cold calling and Video demo conductions

Admission Counsellor

Cling Multisolutions Pvt Ltd Jan 2020 - Mar 2021

Assess academic and career needs of students.

Cold calling on the data provided.

Scheduled meeting with parents.

EDUCATION

Bachelors of Computer Application

Rabindra Nath Tagore University Mar 2017 - Jun 2020

SKILLS

Leadership ● ● ● ● ●

Communication and interpersonal skills. ● ● ● ● ●

Negotiation skills. ● ● ● ● ●

Research and strategy. ● ● ● ● ●

Business intelligence. ● ● ● ● ●

LANGUAGES

English ● ● ● ● ●

Hindi ● ● ● ● ●

AWARDS

Top Manager

Byjus Exam Prep *2023-11-06*

Awarded Rank 1 among 25 managers in category of UGC NET

Future Leadership Programme

Byjus Exam Prep *2022-12-20*

Second rank in FLP among 40 BD with 91% achievement of 6 weeks.