

# Varun tuteja, Team Lead - Sales

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## PROFILE

**Working As a Team Lead - SALES** with offering proven track working with customers and Associates to achieve solutions and drive company growth. Skilled in networking with industry professionals to build lead pipeline and increase client base.

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## EMPLOYMENT HISTORY

- Jul 2023 — Present **Team Lead - Sales , BYJUS , Think and Learn Pvt.Ltd** Bangalore - India
- Led a team of Average 6 sales professionals in achieving and surpassing quarterly and annual sales targets.
  - Mentored and coached team members, conducting regular performance evaluations and providing targeted training to improve individual and team performance.
  - Collaborated with cross-functional teams, including marketing and product development, to align sales efforts with company objectives
- Proficient in utilizing CRM tool such as LeadSquared** , Experience includes data management, sales pipeline tracking, and customer engagement.
- Aug 2021 — Jun 2023 **Senior Business Development Associate, BYJUS -Think and Learn Pvt. Ltd** Bangalore, India
- Successfully generated 1Cr + revenue for the company with a less than 1% cancellation rate**, showcasing exceptional business development skills and a strong focus on customer retention.
- Identifying and researching potential new business opportunities, including market trends, customer needs.
  - Developing and maintaining relationships with potential clients, partners, and vendors.

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## INTERNSHIPS

- Jul 2020 — Aug 2020 **Growth Advisor , Onex Solution Pvt Ltd** Saharanpur
- Successfully completed Internship as Growth Advisor , worked under the B2B segment, where help the small scale business to grow their business by setting up the meetings through Virtual Mode
- Jun 2020 — Aug 2020 **Business Development Trainee, Outlook Publishing Pvt Ltd** Saharanpur
- Completed internship as a Business development trainee, where I have learned how to interact with the customers, how to identify potential customer and successfully achieve the company expectation

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## COURSES

- Apr 2020 — Apr 2020 **Fundamentals in Digital Marketing , Google**

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## SKILLS

Sales and Business Development	Sales
Team Management	Training

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## EDUCATION

- Aug 2018 — Jun 2021 **BBA, Graphic Era Deemed To be University** Dehradun
- Relevant Coursework:
- Marketing Strategies
  - Sales Management
  - Consumer Behavior