



Aadesh Joshi

Business Development Manager

Profile

To secure a challenging position in an organization where my analytical and technical skills are put to optimum use for organizational and individual development. Being a past tutor and coming from Ed.tech background, I want to leverage all my skills.

Details

Indore

India

09993314357

aadeshjoshi97@gmail.com

Skills

Closing (Sales)

Research

Emotional Intelligence

Cold Calling

Negotiation

Sales

Business Development

Management

Rapport Building

Sales Process

Languages

English

Hindi

Employment History

Business Development Manager at NIBAV Lifts Pvt Ltd, Indore, Indore

April 2023 — Present

- Ensuring company standards and procedures are followed.
- Developed and implemented favorable pricing structures balancing firm objectives against customer Targets
- Achieving business goals and revenue targets.

Manager - Sales at Relevel By Unacademy , Bengaluru

January 2022 — February 2023

- Developed and implemented sales training programs that improved sales skills and resulted in an increase in sales effectiveness

Area Sales Manager at TEACHMINT, Indore

June 2021 — December 2021

Involved in sales and marketing team in understanding the requirement of client and providing the best solution Establishing new business and Maintaining 2020-01 - 2021-05 accurate record Negotiating contracts and packages, working towards weekly and monthly targets.

Business Development Associate at BYJU'S, Hyderabad

January 2020 — May 2021

Manage sales cycle from prospect to closing in an individual contributor role Discuss progress with management and develop solutions to improve closing ratio Manage day-to-day operational duties (Manage and track sales lead flow, manage and maintain

Education

Bachelor of Arts, Shri Satya Sai University

January 2017 — January 2020

Central Board of Secondary Education, Oxford H.S. School, Sehore

Central Board of Secondary Education, Oxford H.S. School, Sehore