

Simran Simran

BUSINESS DEVELOPMENT

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Languages

English

About

Creative Business Development Manager with impressive track record of improving sales and growing company customer base. Innovative program management, strategic planning and team leadership skills. Successful team builder with exceptional communication abilities. Strategic-thinking Business Development Manager with history of transforming inefficient, underperforming operations into successful enterprises. Accomplished communicator with talent for building over-achieving teams. Dedicated to continuous improvement and achieving market-leading results.

BRANDS WORKED WITH

SUMONA AUTOMATATION PVT LTD

Experience

- **Business Development Manager**

SUMONA AUTOMATATION PVT LTD | Jul 2018 - Aug 2023

1. Drew on understanding of key markets to push development of business strategies. 2. Consistently exceeded revenue targets through new account penetration and development. 3. Coached team to build client relationships and exceed sales targets. 4. Influenced key decision-making and established trust with stakeholders. 5. Contacted and converted potential customers via telephone, email and in-person enquiries. 6. Maintained client records in bespoke CRM systems, ensuring streamlined data processes for maximum efficiency. 7. Collaborated with cross-company departments, developing new strategies to capitalise on emerging customer trends.

Education & Training

2023

- **DELHI UNIVERSITY DELHI**

Master of International Business,