

MD EHTESHAM AHMED



BUSINESS DEVELOPMENT MANAGER

PERSONAL INFO

Experienced sales professional with 6 years of sales and 1.9 months as Sales Manager, leading teams across three regions. Proficient in relationship building, adept at closing sales via calls, video, and in-person. Strong delegation and commitment to team success. Consistently surpasses targets, recognized as top manager nationwide. Fluent in English, Hindi, Bengali, Urdu.

EDUCATION

- **BACHELOR'S IN TECHNOLOGY** 2012-2016
HALDIA INSTITUTE OF TECHNOLOGY
- **HIGHER SECONDARY(C.I.S.C)** 2011
ST SEBASTIAN'S SCHOOL

EXPERIENCE

- **BHANZU** OCT'23-Present
SALE'S MANAGER
 - DIALING 150+ CALL'S TO GET BEST PROSPECT'S.
 - FROM PRODUCT PITCHING TO SALES CONVERSION AND RETENTION VIA VIDEO CONFERENCE OR DIRECT MEET.
 - OFFERING TRANSACTION'S INC LOAN PROCESS.
- **BYJU'S- the learning app** 2020-2023
BUSINESS DEVELOPMENT MANAGER - DIRECT SALE'S
 - Handling team of 15-23 member's across 3 region's of India.(West Bengal, Jharkhand and Bihar)
 - Cold calling, Call Monitoring, feedbacks and client's meet INC 200+ Dial Call's.
 - Revenue Generation & Retention Handling.
- **WIPRO LTD.** 2016-2019
SENIOR ASSOCIATE
Selling Landline, Broadband and handling billing to the customer's across United Kingdom under BRITISH TELECOMMUNICATIONS

CONTACT

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- 📍 INDIA WEST BENGAL KOLKATA

SKILLS

- Communication
- Active Listening
- Product Knowledge
- Time Management
- Relationship Building
- Negotiation
- Resilience

TOOLS

- LEAD SQUARED
- SALES FORCE
- ONE VIEW