

Siddharth Sarthak Das

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Residence: Hyderabad, Telangana, India



Summary

Strategic, proactive business development associate with nearing 3 plus years of experience in Direct Sales, Account Management, Leadcreation, Customer support & Business development. Looking for a challenging position as a manager that would increase the business productivity of the organization & in turn enhance my skills & competency. My core forte is in B2B Sales, Marketing, Team Handling, Business strategy and Business administration.

Skills, Tools & Techniques

- **Marketing** – Market Research, Marketing Mix, Market Survey, Online Marketing, Direct Marketing, ProductMarketing
- **Sales and Strategy** – Direct Sales, Inside Sales, B2B Sales, B2C Sales, Consulting, Team building, Push and Pull sales strategy

Employment History

Company Name	Designation	Year
Genpact	Process Associate	October 2022 - Continuing
Roles	Responsibilities	
Support Specialist	<ul style="list-style-type: none">• Respond to customer queries and customer concerns• Making outbound calls to customers and employers• Provide support for data collection to enable recovery of the account for the end-user• Maintain a deep understanding of client processes and policies• Reproduce customer issues and bring up product bugs• Provide excellent and hassle-free customer service• Responsible to exhibit a capacity for critical thinking and analysis• Responsible to showcase work ethic with the ability to work well both independently and within the context of a larger reciprocal environment	

Company Name	Designation	Year
BYJU'S	Business Development Associate	September 2021 – April 2022 (8 months)
Roles	Responsibilities	
Direct Sales & Marketing	<ul style="list-style-type: none">• Responsible for Direct sales and create customer awareness of companies' products and services.• Need to Present company's products and services to potential customers and further closing sales.• Researching competing products, identifying opportunities to increase sales, and assisting in the development and execution of sales and marketing plans.• Need to answer customers- questions regarding product pricing, availability, features, and benefits.• Inherit strong negotiation skills and convince customers to purchase company products.• Managing, training, and providing overall guidance to the sales team of an assigned territory.• Monitoring the performance of the sales target and motivating self to meet and exceed the targets.• Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.• Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.	

Company Name	Designation	Year
Property Pistol Pvt Ltd	Assistant Sales Manager	March 2020 – August 2020 (6 months)
Roles	Responsibilities	
Inbound Sales	<ul style="list-style-type: none"> Responsible for generating sales with project-specific inquiries. Schedule and conduct site visits and regular follow up with the clients until closure. Coordinate between clients and companies for up-to-date status regarding services, pricing, and new product releases. Report on sales activities through scheduled reporting structure. Reaching the targets and set goals, establishing, maintaining, and expanding the client base to build and enhance the company's brand image internally and externally. 	

Company Name	Designation	Year
ApnaMBA.com	Marketing Executive	January 2018 – July 2019
Roles	Responsibilities	
Senior Admission Counselor	<ul style="list-style-type: none"> Collaborate with different B-Schools and Engineering Colleges to find out ways to reach out to the target audiences. Counsel students based on their requirements and guide them to choose the preferred educational institute. Engaging aspirants with the entire process starting from Verification of the portfolio of the student to admission in respective colleges Engage with different stakeholders from all the education-related services to find new pastures for business opportunities. 	

Education

YEAR	DEGREE	INSTITUTE/SCHOOL
2019-2021	MBA (Marketing)	Savitribai Phule Pune University, Pune
2014-2017	BBA	Trident Academy of Creative Technology, Bhubaneswar, Odisha (Utkal University)
2012-2014	CHSE, Odisha	Kalinga Bharati Residential College, Cuttack, Odisha
2002-2012	CBSE	D.A.V Public School, CDA, Cuttack, Odisha

Additional Qualification & Experience

<ul style="list-style-type: none"> Achieved continuously 3 months highest incentives in BYJU'S among our team by completing the given target 	2022
<ul style="list-style-type: none"> Certified in Marketing and Research as an intern in Digital marketing of EdTech Industry 	2020
<ul style="list-style-type: none"> Worked as an Intern in Tech Mahindra as a e commerce associate 	2019
<ul style="list-style-type: none"> Best employer of the month in ApnaMBA.com 	2018
<ul style="list-style-type: none"> Head Volunteer at NSS camp in a flood affected zone serving a 3-day camp 	2013