



Sneha Jha

Business Development Executive

A dynamic professional with 4.4 years of rich experience in Sales, Marketing, Business Development & Relationship Management and a team player with a flair for charting out sales strategies and contributing towards enhancing business volumes & growth and achieving profitability norms.

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WORK EXPERIENCE

Business Development Executive Unacademy

10/2020 - Present Bengaluru

Edutech(B2C sales process)

Achievements/Tasks

- Target Achievement & scored 98% in quality and also took initiatives for pitch improvement
- Achieved 100% in input metrics

Senior Sales Executive Entropik Technologies

12/2019 - 10/2020 Bengaluru

SAAS product based on Artificial Intelligence(B2B sales Process)

Achievements/Tasks

- Market research and analytics and Generating leads from various sources viz LinkedIn, Seamless, Lusha and identifying business opportunities by evaluating their position in the industry
- Taking meetings online with clients to explain the product, analyze synergies and forecasting the future conversions

Senior Sales Executive Cleartax

10/2017 - 11/2019 Bengaluru

CA services, Mutual Funds, GST software(B2C Sales Process)

Achievements/Tasks

- Advising individuals as well as business owners on their financial matters & tax savings as well as tax filling benefits, maintaining and developing relationships with existing customers in person or via calls and mails
- Conducting training program for new employees

Business Development Executive Byju's

02/2017 - 10/2017 Bengaluru

Edutech(B2C Sales Process)

Achievements/Tasks

- Explaining parents about BYJU'S benefits and suggesting a relevant solution to helped their child's career growth
- I was the top performer in a team of 15 people

EDUCATION

PGDM Marketing PGDM Marketing

12/019 - Present

Bachelor of Technology Computer Science Bengal College of Engineering and Technology

06/2013 - 07/2017

West Bengal

SKILLS

inside sales

career counselling

Financial Advisor

B2C & B2B

MS-Office

Lead Generation

Overseas Sales

LinkedIn Sales Navigator

Seamless

Lusha

Fresh Sales

Leadsquared

Teamwork

VOLUNTEER EXPERIENCE

KSHITIJ (IIT Kharagpur)

- Participated in a canyon rush event during "ROBOTIX" in KSHITIJ 2014

Certificate of Appreciation For Jagrity(College Fest)

- Awarded "Certificate of Appreciation" as an organizer in college fest, Jagrity 2k16

ACHIEVEMENTS

1st Position for Group Discussion

Awarded 1st in group discussion in AASHA event, conducted by National Service Scheme.

1st Position for Documentary Presentation

Awarded 1st in documentary presentation in AASHA event, conducted by National Service Scheme

Certificate of Appreciation

Awarded "Certificate of Appreciation" by ARDENT for leadership & dedication towards community building

LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

INTERESTS

Article Writing

Poem Writing

Dance