



# Ravi Kumar

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## PROFESSIONAL SUMMARY

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.

## SKILLS

- **Sales Skills- Pitch Training, Conduction Training & Customer Service, B2C Sales**
- **Business Skills – Training, CRM Management, Strategic Planning, Managing Teams.**
- Sales Program Coordination.
- Strategic Partnership.
- Technical Skills- MS Office – Word, Excel & Power Point; Google Office.

## WORK HISTORY

### BUSINESS DEVELOPMENT MANAGER

07/2020 to 10/2022

**THINK AND LEARN PRIVATE LIMITED | NOIDA, IN**

**Delhi Rank 1 BDM – Multiple Times**  
**Target v/s Achievement- All time overachiever**

**Team Size- 12/15 BDAs**

- Managing & Training Team for revenue generation.
- Creating harmony among Central Team and BDAs to plan for their personal growth.
- Tracking & Reporting BDA wise growth plan.

### BUSINESS DEVELOPMENT ASSOCIATE

10/2018 to 07/2020

**THINK AND LEARN PRIVATE LIMITED | NOIDA, IN**

- Managing Sales Cycle from prospect to closing sales, Established and performed on H-n-S model in north India regions..
- Building and managing brand loyalty among customers by providing Customer service after sales.
- Reporting on database on weekly, Increased revenue on monthly and quarterly basis.
- **Revenue- 1 Crores 50 Lakhs as Individual Contributor Role**  
**Pan India Sales**

**Worked on both Inside Sales Model as well as  
Direct Sales Model  
Tenure- 21 Months**

**BUSINESS DEVELOPMENT ASSOCIATE**

*06/2015 to 10/2018*

**EBIZ.COM Pvt. Ltd. | Noida, IN**

- Revenue generation.
- Training and motivations sessions for distributors.
- Retaining existing customers.
- Established market in southern part of India.
- Increased sales by 10% quarterly.

**EDUCATION**

**MBA | Business Administration And Management  
NMIMS, Mumbai, MH**

*EXPECTED IN 07/2023*

**B.TECH | ECE**

*05/2015*

**IMS ENGINEERING COLLEGE, GHAZIABAD**

**CERTIFICATIONS**

- SALES: CLOSING STRATEGIES
- EXCEL FOR BUSINESS ANALYSTS
- COACHING SKILLS FOR LEADERS AND MANAGERS
- ENTREPRENEURSHIP FOUNDATION

**LANGUAGES**

**English**

C1

**Hindi**

Advanced

Bilingual or Proficient (C2)