Naveen Kumar Panthireddy

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PROFESSIONAL SUMMARY

To secure a challenging position where I can effectively contribute my
skills as a Business Developer. In addition, the scope for personal growth in terms of acquiring new skills and handling challenging tasks for an higher growth are also very critical in my choice of a career.

CORE QUALIFICATIONS

- Communication skills
- Analytical Trustworthy
- Digital Marketing Basics
- Leadership Skills
- Team Management
- Problem Solving
- Lead generation

EXPERIENCE

June 2023 - Current
Senior Business Development Executive Graphy Inc | Bengaluru

- Selling Saas Product to course creators and entrepreneurs to create, launch, market & sell their online courses.
- Acquired In-depth Knowledge of the product which acquired me good number of sales and onboardings.

July 2022 - April 2023
Business Development Associate U-next learning pvt ltd | Bangalore, India

- Cold calling, spot closures for degree and PG admissions of working professionals.
- Achieved monthly targets and weekly targets which offered me weekly perks.
- Usage of Lead squared CRM Tool.

April 2021 - June 2022
Business Development Associate BYJU's | Hyderabad, India

- Made a revenue of 46 lacs for the company in my tenure, worked in K3,K10,K12 segments in my tenure.
- Field sales on the weekends where I used to meet the clients directly and get the targets done.

December 2019 - February 2021
Business Development Associate Square Yards | Hyderabad, India

- Developed a comprehensive understanding of the real estate market, local neighborhoods, and property value trends and completed given targets.

EDUCATION

2019
BE/B-Tech Computer Science | Computer Science Engineering
National Institute Of Technology , Patna City, BR

2015
Higher Secondary Examination | MPC
Sri chaitanya Jr college, Hyderabad, TG

LANGUAGES

Telugu: First Language

English: C1
Advanced

Hindi: C1
Advanced