

# Gourav Pandey

Business Development Executive

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## D-24, Sundia Housing Estate

Arya Samaj Road, Jagaddal  
North 24 Parganas, Kolkata, West Bengal: 743125

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## Skills

- Customer Service
- Communication and Negotiation skills
- Proficient in SPIN Selling Method
- Target oriented
- Business Development skills
- Attention to detail

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A highly passionate and goal oriented sales manager who has a successful track record of achieving and exceeding monthly sales targets non-stop for 1.5 years.

## Work Experience:

### Designwings UI/UX School / Admissions Counselor

December 20, 2022 - March 31, 2023, Remote

#### Roles and responsibilities:

- Making 70-80 cold calls everyday.
- Scheduling a high number of qualified demos.
- Sharing daily reports with the boss.
- Updating the details of lead conversation on Google Sheet.

#### Achievements:

- Achieved the target of 20 sales in the first month of joining and thereafter, 75% of the monthly target.

### Learnbay / Business Development Manager

August 2018 - March 2020, Bengaluru

#### Roles and Responsibilities:

- Managing end-to-end sales for the company
- Scheduling and organizing demos for software engineers
- Using Zoho CRM to manage lead data.
- Organizing email marketing campaigns.

#### Achievements:

- Broke the previous sales record by making 43 sales in the first month of joining
- Consistently achieved and exceeded sales target every single month for a period of 18-19 months.
- Got to improve the sales margin and was able to convert 35-40% of inbound leads.

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## Education

### Dr. B. C. Roy Engineering College, Durgapur / B.Tech

AUGUST 2009 to JUNE 2013, West  
Bengal

7.17 DGPA

