

ASHWANI KUMAR

Results-driven Business Development Manager with over 6 years of experience in enterprise sales, SaaS, and EdTech. Proven ability to exceed targets, generating over ₹1 Cr+ in annual revenue and achieving 120% of sales goals. Skilled in full sales lifecycle management, strategic partnerships, and leading teams of up to 20 individuals. Adept at utilizing CRM tools like Zoho and HubSpot to drive growth and client acquisition. Eager to leverage extensive business development expertise to contribute to the success of a forward-thinking organization.

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WORK EXPERIENCE

Business Development Manager

Robospecies Technology Pvt. Ltd.

Noida

06/2025 – Present

- Generated over ₹1 Cr in annual revenue by selling Robotics and AI Lab solutions.
- Exceeded assigned sales targets by 20% across North India.
- Directed a 20-member sales and operations team to foster regional expansion.
- Secured 33+ institutional clients through the cultivation of strategic partnerships.
- Orchestrated impactful product demonstrations and delivered compelling stakeholder presentations.
- Managed the end-to-end sales process, from initial prospecting through to deal closure.
- Broadened the company's market presence within educational institutions, including schools, colleges, and universities.

Business Development Executive

Acadbee System Pvt. Ltd.

New Delhi

07/2021 – 05/2025

- Achieved ₹75 Lakhs+ in revenue through strategic institutional sales and business development initiatives.
- Oversaw a diverse portfolio of over 100 institutional client accounts.
- Delivered 15–20 high-value product demonstrations monthly to key decision-makers.
- Successfully closed deals with an average transaction value of ₹2 Lakhs.
- Leveraged Zoho CRM and HubSpot CRM for precise sales forecasting and robust pipeline management.
- Formulated and executed account expansion strategies, significantly boosting repeat business and upselling success.
- Partnered with marketing and operations teams to optimize lead conversion rates.
- Administered the complete sales cycle, from initial lead generation to final deal closing.

Customer Support Associate

InterGlobe Technologies

Gurgaon

11/2020 – 06/2021

- Provided dedicated customer support services to an international clientele within the travel industry.
- Resolved complex customer issues, consistently upholding high standards of service quality and customer satisfaction.
- Operated within stringent Service Level Agreement (SLA) frameworks to ensure punctual issue resolution.

Business Development Executive

TenderNews

New Delhi

03/2018 – 05/2020

- Generated high-quality leads through proactive outbound prospecting and targeted client outreach.
- Conducted persuasive sales presentations and engaging product demonstrations for prospective clients.
- Cultivated robust, long-term client relationships and skillfully managed contract renewals.
- Maintained accurate CRM records, meticulously updated sales forecasts, and prepared comprehensive pipeline reports.

EDUCATION

Bachelor of Science (B.Sc.) - Computer Science & Technology

Delhi University

New delhi

06/2012 – 06/2015

SKILLS

Business Development

Enterprise Sales

SaaS Sales

EdTech Sales

B2B Sales

Key Account Management

Strategic Partnerships

Revenue Growth

Lead Generation

Sales Forecasting

Pipeline Management

Territory Management

Stakeholder Management

Consultative Selling

Negotiation

Customer Success

Relationship Management

Zoho CRM

HubSpot CRM

Salesforce CRM

Advanced Excel

SQL Server

Python

Microsoft Office Suite

Sales Force Automation

Team Leadership

CERTIFICATES

Data Science Certification

Imarticus Learning

HubSpot Inbound Sales Certification

HubSpot

Google Fundamentals of Digital Marketing

Google