Piyush Prasad

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# **Professional Summary**

Dynamic and results-driven Business Development Executive with nearly 2 years of experience in telesales, B2C/B2B client engagement, and CRM-based lead management. Proven track record of exceeding sales targets, building long-term customer relationships, and driving revenue growth. Skilled in objection handling, customer needs assessment, and persuasive communication to close high-value deals.

# **Professional Experience**

**Business Development Executive**

Wealth Clinic, Noida | May 2024 – Present

- Achieved 120% of monthly sales targets for 3 consecutive quarters, generating revenue of ₹40 Lakhs.

- Built and maintained a pipeline of 200+ prospects using CRM tools and strategic outreach.

- Delivered personalized property consultations and converted high-intent leads into buyers.

- Collaborated with the marketing team to create tailored sales campaigns for residential projects.

**Telesales Representative**

Omiz Solution, Nashik, Maharashtra | Aug 2023 – Feb 2024

- Conducted 80+ outbound calls daily to pitch IT products and services to potential clients.

- Closed 12 number of deals monthly, contributing ₹50 Lakhs in revenue.

- Analyzed sales reports to identify successful strategies and optimize pitch delivery.

- Resolved customer queries with a 95% satisfaction rate and strengthened client retention.

# **Key Skills**

Sales Pitching & Lead Conversion • CRM Software (Zoho, Salesforce, HubSpot) • Customer Relationship Management • Cold Calling & Objection Handling • Negotiation & Closing Techniques • Market Research & Report Analysis • Time Management & Multitasking • Public Speaking & Presentation Skills

# **Education**

Bachelor of Technology (B.Tech) – Sandip University, Nashik | 2019 – 2023

Higher Secondary Certificate (HSC) – Dr. D.Y. Patil College, Pune | 2017 – 2019

Secondary School Certificate (SSC) – S S High School, Pune | 2017

# **Achievements**

- Awarded “Top Sales Performer of the Quarter” at Wealth Clinic – Q1 2024

- Successfully closed a ₹80Lakh deal within the first 60 days of joining

**Interests**

Trekking & Adventure Travel • Art & Sketching • Environmental Conservation • Gaming • Yoga