

# Depika Kumari Jha

BUSINESS DEVELOPMENT  
MANAGER

## Details

Bengaluru

India

6295285923

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## Links

[Linkedin](#)

## Skills

Teamwork

Effective Time Management

Customer Service

Critical thinking and problem  
solving

Leadership Skills

Adaptability

Ability to Multitask

Fast Learner

Ability to Work Under Pressure

Ability to Work in a Team

Strong Communication Skills

## Languages

English

Hindi

Bengali

## Profile

Dedicated Sales professional and a Leader with a history of meeting company goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.

## Experience

### Business Development Manager, Byju's The Learning App, Bengaluru

FEBRUARY 2022 – PRESENT

- Taught consultative selling techniques to new and existing team members to build expertise.
- Driving a team of 12 BDAs.
- Helped in achieving my associates' target and at the same time achieving the team's target.
- During the pandemic, we followed the VC sales model ( Inside sales) so proper planning was done for weekday and weekend revenue to achieve the max. target.
- At the same time, maintaining the team's motivation level for earning max. Incentive.
- Maintaining the team spirit among the BDAs( Associates).

### Senior Business development associate, Byju's The Learning App, Bengaluru

AUGUST 2020 – JANUARY 2022

- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Used Leadsquared (CRM) to handle current portfolio and prospective leads.
- Consistently achieve quality pipeline & other metrics such as Inbound lead follow-up & outbound account engagement metrics.
- Researching key accounts, identifying decision-makers, generating interest, and developing accounts to stimulate need.
- Prospect, educate, qualify, and develop Target Accounts and inbound leads to create sales-ready leads and opportunities.
- Self-starter with high motivation, independence and resilience.
- Ability to quickly learn & understand sophisticated academic problems & translate customers' needs into solution plays.
- Consistently achieving inside sales goals in an automated sales environment where accurate entry and management of lead data in a CRM system was required.
- Strong time management and ability to ruthlessly prioritize key tasks.
- Team player with ability to interact with multiple stakeholders across sales, marketing & solution teams.
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- Team player with ability to interact with multiple stakeholders across sales, marketing & solution teams.

### Business Development Associate, Extramarks - The Learning Application, Mumbai

OCTOBER 2019 – JUNE 2020

- Identifying new sale leads.
- Devising and Presenting ideas & Strategies.
- Calling the customer and generating the need on call before meeting them.
- Conducting research and analyzing data to identify and define audiences.
- Negotiating and Renegotiating by Phone, Email and in person, Execution of Planning according to the market trend.

## Education

**PGDM, Ramachandran International Institute of Management College ,  
Pune**

MAY 2018 – APRIL 2020

**B.A ( English Honors), Vinoba Bhave University, Dhanbad**

MAY 2015 – APRIL 2017

## Accomplishments

**Manager with Highest Revenue, Bangalore**

MAY 2022

**Associate with Highest Revenue, Bengaluru**

JULY 2021

**Promising Display of work, Bengaluru**

AUGUST 2021

## Internships

**Intership trainee, Pantaloons, Pune**

MAY 2019 – JULY 2019

**Intern, Samsung Electronics Pvt. Ltd., Pune**

OCTOBER 2018 – NOVEMBER 2018

**Winter Intern, Future group India**

AUGUST 2018