Jaya Laxmi Komatipalli

Business Development Executive

Driven and motivated Business Development Executive with close to 3 years of Experiance. Worked for the US, Middle East and Indian markets.

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SKILLS

Sales Pipleline Management Lead Generation Learning Technologies Sales Customer Success

Business Development Proposals CRM Creative thinking Networking Negotiation

WORK EXPERIENCE

Business Development Executive
SKILD Solution

04/2015 - 09/2017   *Hyderabad, India*

- Responsible for account development, cold calling, assessing client needs.
- Maintained thorough records of prospective client contacts and interactions in CRM.
- Identifying, qualifying and coordinating business generation activities.
- Building business relationships with current and potential clients.
- Answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs).
- Collaborating with sales and leadership to secure, retain, and grow accounts.
- Creating and maintaining a list/database of prospect clients; maintaining a database of prospective client information
- Worked on Learning Management System Administration tasks for US clients.

EDUCATION

Masters in Business Administration
St. Martin Institute of Business Management (Osmania university)

06/2012 - 05/2014   *Hyderabad, India*

B.COM Computers
Shiva Shivani Degree College

06/2009 - 05/2012   *Hyderabad, India*

EXTRA ACTIVITIES

During MBA
St. Martin Institute of Business Management (Osmania university)

06/2012 - 05/2014

- Student Coordinator for the "XthConvention on Millennium Development Goals (MDG) Performance, Prospects and Challenges for South India"
- Student Coordinator for the two days International Conference on "Applications of Game Theory in Policies and Decisions"
- Student Coordinator for the convention "Corporate Social Responsibility", a National level event organized by IPE

INTERESTS

Cooking Traveling