

# Sreeparna Chakraborty

Business Developer | Counsellor | B2B & B2C | Client Service

A confident and strategic-minded sales-oriented professional having proven experience and strong expertise in working on various aspects of sales with expertise in client relationship management, customer satisfaction, retention, and people management. I have experience contributing to strategic planning while delivering improvement in process productivity and costs.

## Work History

2022-04 -  
Current

### Business Development Executive

BYJU'S, DUBAI

- Showcase the unique way in which BYJU'S-The Learning App helps students learn better.
- Contacting potential customers (parents and students)
- To organize and conduct meetings
- To counsel the students.
- Explain pricing costs to potential clients
- Working for various payments and payment methods

2021-02 -  
2022-02

### Business Development Associate

BYJU'S, DELHI

- Showcase the unique way in which BYJU'S-The Learning App helps students learn better.
- Contacting potential customers (national & international )
- To organize and conduct meetings
- To counsel the students.
- Explain pricing costs to potential clients
- Working for various payments and payment methods

2019-11 -  
2021-02

### Business Developer

FRANCHISE INDIA, DELHI

- Lead Generation through research, Understand client needs and explain the benefits of buying our products & services.
- Explain pricing costs to potential clients and negotiate a fee if necessary
- Account manage an existing client to ensure their needs are satisfied and they are happy with the service
- Track purchases and keep record of sales, contacts and deals
- Work to maximize sales and meet targets
- Operational work
- Deliver sales reports to management
- Social media marketing of the Content Publishing over our channels with over 10 million follower base
- Working with the accounts team for various payments
- Connecting with third parties for outbound queries
- Have worked to run the biggest Award shows for Entrepreneurs and Start-ups in India followed by several Entrepreneur Live conferences which are running successfully in various countries.



## Contact

### Address

Dubai UAE

### Phone

+971588116647

### E-mail

Sreeparnac195@gmail.com

## Skills

Communication, Negotiation, Persuasion, Project Management, Computer Skills, Business Intelligence, Networking, Research & Strategy

## Education

2015-08 -  
2018-08

### BCom (H)

Amity University - Noida

2014-04 -  
2015-04

### Commerce

Senior Secondary - Delhi

## Additional Information

Date of Birth: 27th April 1997  
Gender: Female  
Nationality: Indian  
Marital Status: Single  
Languages. : English, Hindi, Urdu, Bengali