

SACHENDRA DHAKRE

Business Development Manager (B2B)

New Delhi, India | +919055667709 | sdhakre1000@gmail.com | [linkedin.com/in/sachendra-dhakre](https://www.linkedin.com/in/sachendra-dhakre)

EDUCATION

National Institute Of Technology (NIT Srinagar) B.Tech (Mechanical Engineering)	7.6/10	Jammu and Kashmir 2021
SMT Lilawati MIC Firozabad Senior Secondary (XII)	80%	Uttar Pradesh 2016
Lord Rishabh HSS Firozabad Secondary (X)	86%	Uttar Pradesh 2014

SKILLS

Data Analysis & Reporting	C-Suite Relationship Management	Cold calling	Lead Generation and Prospecting
Client acquisition and retention	Team Leadership and Management	International clients handling	Key Account management
Strategy Formulation	SAAS Sales	Enterprise Sales	Corporate Sales

WORK EXPERIENCE

COMPLYANY

Business Development Manager (B2B)

Delhi

Jan 2024- Present

- Generation of new leads through outbound lead generation activities (emails, calls, social media, Lead generation Tools, etc.)
- Developed error-free presentations and customized proposals for key decision-making.
- Developed and maintained strong relationships with key accounts, including **C-level executives (CEOs, CFOs, CHROs, CAs, Company Secretaries)..**
- Conducted effective virtual and physical meetings, presenting compelling value propositions to key decision-makers.

APKATAX

Business Development Manager

Noida

Dec 2022 - Jan2024

- Drove Business development initiative for Apkatax, Specializing in company incorporation, License and Compliance for **Domestic and International Market.**
- Handled complete sales cycle from prospecting to deal closure, ensuring customer satisfaction and retention.
- Managed **direct relationship with AVPs and top-level executives of external companies** to establish and maintain strategic partnerships and achieve sales targets.
- **Managed a team of 6 executives**, optimizing productivity and implementing performance metrics.

BYJU'S (THINK AND LEARN PVT LIMITED)

Business Development Manager

Noida

March 2021 - Dec 2022

- Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies.
- Worked with the marketing department to create targeted advertising strategies for key customer demographics.
- **Generated 25+ lakhs in Monthly revenue, consistently ranking in the top 10 in the Delhi NCR region.**
- **Managed a team of 8 Executives**, optimizing productivity and implementing performance metrics.

Business Development Associate

- Being responsible for the individual revenue generation.
- Conducted **Zoom sessions and in-person meetings** to counsel students and parents on career paths, successfully selling NEET, IIT, and competitive exam courses.
- Generated **revenue of 1 crore within a 12-month timeframe**, with an average ticket size ranging from 50-85 thousand.

KEY CLIENTS

UFLEX LTD	GRAPHISADS	WAVE INDUSTRIES	FIRELION INDUSTRIES
MSPL	DD MOTORS	IMPRESARIO	BOLLORE LOGISTICS

ACHIEVEMENTS

- Represented **IIM Bangalore & IIM Rohtak** as a Campus Ambassador.
- Organized a cultural event in Jammu and Kashmir, **managing funds worth 30 lac.**
- Completed two-months **internships at BSNL LTD & UFLEX LTD**, gaining valuable business development experience..
- **Participated as a delegate** in events such as **ET CFO Mumbai** presented by Oracle & The Economic Times, **TIE Delhi-NCR**, and **HR Success Talk**, engaging directly with CEOs, CFOs, CHROs, etc

SOFTWARE & TOOLS

Linkedin Sales Navigator Microsoft Excel	Hubspot Microsoft Powerpoint	Appolo.io Gmass	Leadsquared Microsoft Power BI
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HOBBIES

- **Dancing:** President of the Dance Club at NIT Srinagar, leading the team in various performances and events.
- **Stage Anchoring:** Core Team Member of Techvaganza, the largest cultural fest in J&K, with experience anchoring in front of an audience of 2000+